MANIPULATION

THE DARK PSYCHOLOGY ULTIMATE GUIDE

How to Analyze People's Personalities and Influence Anyone Using Mind & Emotional Control, Hypnosis, Persuasion, and NLP Techniques

BEATRICE SHORTS

Manipulation

Dark Psychology Ultimate Guide – How to Analyze People's Personalities and Influence Anyone Using Mind & Emotional Control, Hypnosis, Persuasion and NLP Techniques

By

Beatrice Shorts

© Copyright 2019 - All rights reserved.

The content contained within this book may not be reproduced, duplicated or transmitted without direct written permission from the author or the publisher.

Under no circumstances will any blame or legal responsibility be held against the publisher, or author, for any damages, reparation, or monetary loss due to the information contained within this book. Either directly or indirectly.

Legal Notice:

This book is copyright protected. This book is only for personal use. You cannot amend, distribute, sell, use, quote or paraphrase any part, or the content within this book, without the consent of the author or publisher.

Disclaimer Notice:

Please note the information contained within this document is for educational and entertainment purposes only. All effort has been executed to present accurate, up to date, and reliable, complete information. No warranties of any kind are declared or implied. Readers acknowledge that the author is not engaging in the rendering of legal, financial, medical or professional advice. The content within this book has been derived from various sources. Please consult a licensed professional before attempting any techniques outlined in this book.

By reading this document, the reader agrees that under no circumstances is the author responsible for any losses, direct or indirect, which are incurred as a result of the use of information contained within this document, including, but not limited to, — errors, omissions, or inaccuracies.

Table of Contents

Introduction

Chapter 1: Investigating Personalities

- Common Manipulators
- Highly Sensitive People
- Positive Manipulative Personalities

Chapter 2: Understanding How Our Bodies Communicate

- Signals and Responses
- What Others See in Your Body Language

Chapter 3: How Manipulative Behavior Develops

- Motivations and Intention
- Our Thoughts and Feelings
- The Science of Manipulation
- How Manipulators Step In

Chapter 4: Identifying Manipulative Tactics

- Signs of Emotional Manipulation
- Less Common Manipulation Tactics

Chapter 5: Recognizing a Manipulative Relationship

- Signs of a Manipulative Relationship
- Understand Your Rights
- Don’t Allow the Self-Blame to Take Over
- Set the Consequences

Chapter 6: Persuasion Techniques to Help Influence Others

Tools of Influence

Chapter 7: NLP Management

How Others are Using NLP on You

Practical Steps to Attain These Skills

Effective Leadership

Chapter 8: Hypnosis Techniques for Practical Use

What Hypnosis Is

Hypnotic Strategies

Conclusion

References

Introduction

Manipulation is everywhere, but it isn't something you are always able to see. For this reason, you might compare it to many different common behaviors that we aren't always aware of. Manipulators act like spiders or vindictive insects, always lurking around, unknown to us. When they bite, you don't always feel it, but you'll certainly notice the wound long after the initial attack.

In order to live happily in our world, we need to start to become more aware of manipulation. When you can recognize that someone is trying to control you, it will be much easier to stay out of their controlling grasp. This book will take you through the process of getting back to a place of independent individuality where you are able to consistently make your own decisions.

When you start to better identify manipulation, how it develops, and how it has affected your life, then it will only become easier to navigate without it. Interacting with others can include doing your best to avoid it healthily. However, stopping ourselves from being manipulated isn't the only important thing we will be discussing.

We will pay significant attention to how you can become a persuasive person yourself. Though you might have been hurt in the past by manipulation, or even damaged your mental health by being the manipulator yourself, there is hope, now that we can work towards a better future for ourselves. This is done by becoming an inspirational and potentially influential person.

Manipulation is dangerous, but when it is put in a more positive light, it can become healthy influence. If you are able to be a persuasive individual and not only get what you want, but fulfill the needs of others as well, then it will become easier for you to be able to get the things that you desire the most in life.

Rather than always doing things you don't enjoy, being the "yes man," or letting people take advantage of your good nature, you can become just as influential as the people who have tried to control you previously.

You might even be at a point where you fear manipulation altogether. Why would you want to do something to others that has actually caused you grief in the past? This kind of thinking is because we have only been aware of the negative types of manipulation. In order to live a harmonious life, it is essential that we are becoming persuasive individuals who know what we want. Not only that, but it is important to ensure we have the tools to understand how to get these things.

The first important step in this process is to investigate the personality types of manipulators, as well as the people whom they commonly go after. You may have heard of the common personality type, "Narcissist," a person who is only concerned with himself and getting the things he wants. Narcissists might take advantage of empaths, or highly sensitive people who are more concerned with the wellbeing of others.

After that, we will further explore positive manipulative personalities

and the way that you can adopt some of these helpful practices in your own relationships. When you can do this, you will be able to better see the way that positive influence can change your life for the better.

Aside from that, we will also be discovering how our bodies communicate, the signals and responses that we give off, and what others might be taking away from our body language. The better you can understand influence through ways besides our verbal communication, the easier it will be to avoid becoming influenced yourself and to better persuade those around you.

After we understand what all of this means, it will be easier to learn and practice the rest of the influential tips that we will be sharing throughout the book. At the end of the day, remember that you should only be positively influencing others. Though it might seem easier to negatively manipulate those from whom you want something, the person whom you would be hurting most in this process is going to be yourself. Always look for ways of positive influence so that you can mutually benefit both parties.

Chapter 1: Investigating Personalities

When first understanding how we might be persuaded by others and how we might be able to influence ourselves, we have to figure out what makes up different personality types. There are the people who are manipulated, and the people who do the manipulating, or so it seems. In reality, a person can be both, and it is up to you to find a way to be aware of your behavior to make sure that you are in charge of your behaviors and emotions.

Some manipulators don't realize what they are doing, and others are skilled, living in a delusional world where everyone is like a string puppet and they are the master. If you want to make sure that you can become free of this kind of control, then it is important to really understand the personalities that are making up these kinds of interactions.

A lot of manipulative individuals have similar qualities, no matter how different they might look amongst each other. It is often hard to tell because their behavior is secretive. They know how to play things behind the scenes, to their advantage.

Many manipulative individuals simply love the fact that they can discuss your good and bad qualities with others behind your back. The defining characteristic of such manipulators is that they tend to put everything about you in a bad light when talking about you with others. If someone is often gossiping about others around you, then you can be assured that they are going to be gossiping about you just

the same. In some instances, they might even be playing both sides, using both of you on either end of the gossip as a piece in their entertaining game. They will regularly discuss you with others, even if it seems as though the two of you have some special confidence when they converse with you about others.

Manipulative individuals don't understand the idea of limits. For them, there is no limit to what they are able to achieve. They will stop at nothing to get the things that they desire, no matter whom they might end up hurting along the way.

The only thing that some manipulators are interested in is filling their wants so they can feel powerful. They will ignore your limits and push you past the point at which you feel comfortable. No matter how resistant you might be, they will still push you further. They are interested in seeing just how far they are able to take things, which means they will stop at nothing to fill their curiosities.

Manipulative individuals don't like being told what to do. They are the ones who would like to be in complete control. Even when authority figures aren't directly reaching out to them and trying to tell them what to do, they can still feel very threatened with their power. They can take the slightest remark as someone trying to attack their character, and they will stop at nothing to make sure that they feel powerful, all the time, every day. They have no care for whom they have to hurt to make sure that they aren't being told what to do. Even a slight suggestion could be triggering and end up setting them off.

Manipulative individuals will pretend to understand you, but never

really will. Some are skilled actors who might trick you into thinking they are passionate beings. In reality, this can be their attempt to have you falling even deeper for them. They will make you feel as though they want to connect to you, only so they can become closer and have a stronger grip.

Manipulative individuals will want the things that they can't have, so sometimes that means pretending to be someone else. Some individuals will put on different faces for the right setting. Others will simply know how to manipulate the setting so that it aligns with their current personality.

They will pretend to listen to you, try and relate, and practice showing empathy, but deep down, that is not who they really are. They will end up still being manipulative and controlling and could even use some of the information shared with them against you at one point. These individuals can be narcissists, psychopaths, and other deeply manipulative people who wish to take power from you and keep it for themselves.

Manipulative conduct includes three variables: dread, commitment, and blame. When somebody is manipulating you, you are in effect mentally pressured into accomplishing something you presumably would prefer not to do. You may feel frightened to do it, committed to doing it, or blameworthy about not doing it.

When it comes to controlling individuals, some are good at harassing you, while others might end up making themselves the victim in the end. Someone who is rather controlling will make you feel scared,

using animosity, threats, and other terrors as a means to control you. While they do this, they can even end up causing you to feel the blame for the issue.

In other cases, the controller might be the one who tries to be the victim. They might act hurt by what you said, heightening their emotions to make you look like the bad guy. In reality, they are usually the ones that caused the issue in the first place. By controlling the situation, to suit their needs, they become the person in charge, easily manipulating the situation to best suit their own needs.

Common Manipulators

Following are some personality qualities of manipulative individuals, so you'll realize what to look for when one comes your way. Understanding these fundamental traits can help keep you from getting tricked into a manipulative relationship.

Remaining cautious, keeping in contact with what you know to be the reality about yourself—not just a perspective—and understanding your worth can help to empower you to stay away from these individuals.

Some of the most common types of manipulators include narcissists, psychopaths, and sociopaths. The main difference between the three is how they choose to share their feelings and the image that they will put up to protect who they are.

Narcissists are probably the most common of these types of people. They will not have any concern for others and instead only care about protecting themselves and their identities. Rather than actually

listening and caring about who you are and what it is that you might have to say, they will instead only be concerned with how they are feeling, doing their best to ensure their needs are met.

A psychopath works a little harder. They will ensure that you are under their complete control, and they have a way of making you feel terrible about yourself all while they have a smile on their face.

These types of individuals will rarely show their true colors and will instead put up a fake image of who they are. They won't show when they are angry and will do their best to protect their image, even if it means acting irrationally or in an embarrassing way.

A sociopath is the one who is least concerned with their image. They will actively freak out in front of others, and they will never care how their angry outbursts might end up affecting other people.

These are common manipulators and they all have similar qualities. They will only focus on the things that matter to them, and they have little disregard for you. It is important to remember that these people aren't careless about others because they don't like those individuals. A narcissist won't ignore your needs because they despise you. They simply lack the skills needed to understand what a person is actually going through.

They are persevering in the quest for what they need and have little respect for who gets injured along the way. Jamming into your space —physically, inwardly, mentally, or profoundly is of no worry to them.

They can be compared to a parasite. In our world, this is regularly an adequate relationship. But benefiting from somebody to their detriment is draining, debilitating, devastating and disparaging.

It isn't so much that manipulative individuals don't understand what their responsibility is in any given relationship. They do; a manipulative individual just observes nothing wrong with shirking liability for their actions, even while making you assume accountability for yours.

For this reason, they are often presenting double standards that can be draining, confusing, and exhausting. What is OK behavior for them is unacceptable for you, and vice versa. It is almost impossible to reason with these types of individuals.

Highly Sensitive People

Manipulative individuals go after our sensibilities, passions, and principles. Manipulative individuals will readily pick out your weaknesses. They will see if you have something that might upset you, a topic you like to avoid, or a certain area that makes you uncomfortable.

They can exploit this weakness to tap into your vulnerability and find a way to use that to their advantage. They will then attack your passions. They will see that you are a caring and empathetic person, and on both a conscious and subconscious level, they will exploit that, as well. Finally, they will attack your character, virtue, and other standards that make up your life, so you no longer have a unique identity and instead serve their ideologies.

All feelings, regardless of whether positive or negative, fill a need in our voyages. Yet each of us needs to be aware of individuals who utilize the compelling intensity of feelings to manipulate you. If you identify as an empath, this will mainly apply to you, as this type of individual is most defenseless against negativity from others. Next time you feel baldly misused, use the tips we have throughout this book for protecting yourself.

A highly sensitive person is recognized as one who can more easily feel the emotions of others, and who might feel more upset when sensing that others are feeling negatively. An empath can have the same sense, yet this term is also use in a somewhat metaphysical sense and can sometimes be compared to a psychic.

Individuals who enjoy toying with others' feelings will utilize any type of strategies, perplexity, fault, and cross-examination, for example, to indeed make you feel uncomfortable.

They realize they have a decent possibility of guiding you into a relationship since you are a thoughtful individual who likes to help others. They may take into account your integrity and consideration at first, frequently praising you for the great individual you are.

However, after some time, recognition of these characteristics will be limited since you are being used by somebody who doesn't care about you, what you do, or what happens to you. They only care about what you can accomplish for them.

Highly sensitive people, or those who can sometimes be referred to simply as empaths, are the ones who struggle the most against

manipulators. It is almost as if manipulators see that empaths have so much compassion to give that they are attempting to heal their inner demons with it; only they go about it in the worst possible way.

If you need to manage these sorts of individuals regularly, like in your working environment, overlook them or astonish them by saying something pleasant as opposed to meeting them with a confrontational frame of mind. Compulsive controllers flourish off aggravating you, so ensure you don't give them what they need—after a few fizzled endeavors, they may start to disregard you.

Positive Manipulative Personalities

Not all manipulation is inherently destructive or toxic. It is important to learn the differences between manipulation, persuasion, and influence. While this first chapter may be intense, it is a warning against the dangers of manipulation and what can happen when others are not as cautious with how they are using this important tool.

Throughout the rest of the book, we are going to teach you to recognize manipulation as we know it now. It is often seen in more malicious and dangerous ways that can take over the lives of other people. When not used properly, it can damage relationships and put a strain on many individual lives. It can be used for cruel purposes and to get selfish desires fulfilled.

However, when manipulation is used for the benefit of others, it is seen in the form of influence and persuasion. It begins with persuasion. You can encourage others to do good things by showing the different benefits of the outcome that you are guiding them

toward. Sometimes, persuasion needs to be used even on ourselves, as it can be challenging to start to do the things that we know are best for us.

Once a person gains a high level of persuasiveness, they are able to become an influencer. These are the people who can help shape the world, change lives, and keep people mindful of a more positive and healthy perspective. When manipulation can be recognized, understood, and changed to a more positive light, it can make for a happy life and a better world.

Negative manipulation is easy. Our brains can sometimes even do it without us noticing. When someone tells you good news, but you react poorly because the good news might harm you, then that can be very subtle manipulation against the other person. For example, a mother hearing that her child got accepted to a university several states away might react poorly because of her own emotion about missing her child. It's still good news, and the mother may know that rationally. But the child then sees that mom isn't happy with this decision and will choose to not go to this school because of mom's negative, emotional response.

The mother might not have intended to react that way and only did based off emotion, but it was still something that negatively influenced her daughter. A more positive impact on that situation would take place if the mother told her daughter how happy she was for her, and then had a more serious discussion later of the challenges that living several states away from your mother can present to a first-

year college student. This allows the daughter to still make her own decision outside of what others want. She might still choose to stay home, but if she does, that is an important decision she made for herself without being manipulated.

The better we can understand what manipulation is and how we can use it for ourselves, the easier it will be to live a life in harmony with others. You will be able to better understand for yourself the things that you actually want, and you will know how to better get those results. Rather than pushing people away or straining relationships because of the difficulty in getting what you want, you can pull people closer and have them depend on you for positive and healthy influence.

Chapter 2: Understanding How Our Bodies Communicate

There are a number of individuals in the world who seem genuinely kind, compassionate, and caring about the needs of others. Some of these people are actually that way, and there are just as many people who have ulterior motives behind the things they do and say. So how might you recognize when somebody seems kind and caring, but under the surface is manipulative? It is not a very simple case.

When you see someone wearing a badge and a gun on their belt, you know they are a police officer. If a person is wearing a blue button-up with their name embroidered on the breast, you can assume they are some sort of mechanic. Manipulators don't wear uniforms. You will sometimes not know whether someone is genuine or trying to persuade you.

Individuals don't come with a book of preliminary rules. If they did, we probably wouldn't listen to them anyway. It is easy to wind up blinded to somebody's actual nature since it's a natural part of our relationship to need something from them.

For example, sociopaths can be the absolutely most enchanting individuals on the planet. They have a method for making you believe their motives rather than your own. You might not realize just how charming a narcissist can be until you look back on the relationship after discovering their true colors.

These individuals are great at charming their victims in a few seconds

while making a 180-degree turn for the worse in the next few seconds. So, it is imperative to keep an eye out for these individuals without having to bump heads with them first.

It very well may be hard to detect the contrast between somebody who is captivating because he is genuine or somebody who is an expert manipulator. Thus, here is a guideline to reading manipulative body language when deciding whether you are dealing with such a person or not.

Signals and Responses

The first thing that many manipulators will do is mimic your body language in whatever way possible. They might start by sitting in the same position as you and then even move their arms or legs in the same way that you are. They do this because they want you to feel more open and vulnerable around them. Your mind picks up on these similarities and is aware of a sort of mirroring effect. This makes it think that it can trust this person more because you better understand who that person is.

Rather than sensing that it could be a manipulation tactic, our minds believe that since this person is like us, they must be someone whom we can trust. What ends up happening is that we get lost in their words and don't become aware of the actual tricks they might be doing to try and persuade us.

You might wonder then, if we need to be aware of everyone who sits the same way as us. It is true that this is a manipulation tactic, but that doesn't mean that every person who does this is trying to

persuade us. The best way to decipher whether or not this is someone trying to manipulate us is to look at the nature of the conversation.

Sometimes, we subconsciously mirror the other person when we are feeling anxious. It is a way for our bodies to try and connect to the other person more, so we don't feel as uncomfortable sitting next to them. If you have noticed that someone was mirroring the way that you sit, try looking at the nature of the conversation.

If the other person is trying to get you to believe something or you were talking about a matter related to change, then there is a chance they were trying to get you on their side. If it was more of a casual conversation, or one in which you were doing most of the talking, then it was likely a coincidence, or a sign that the other person was feeling anxious.

Another sign that someone might be trying to persuade you is that they are standing as tall as possible, potentially with their arms on their hips. This can be the other person trying to make sure that they look as big as possible. In extreme cases, it is an intimidation factor. Most of the time, it is simply the person's attempt at showing authority and a sense of strength amongst others.

Remember that again, this can also be a sign of anxiety. If a person is feeling like they are being overlooked or that someone is not listening to them, then this tactic can be a way to boost that energy. It is still important to be aware of all people's body language so we can get the actual context of the situation rather than what is happening on the surface level. Don't be fearful of everyone who stands tall like a

superhero but remember to not let yourself fall under the influence of someone who was simply trying to make their body look bigger.

One of the biggest body language signals that the conversation might not be the most positive is that the other person is closed off, keeping their arms crossed or even their hand over their mouth. Just like everything else in this section, it can yet again be a sign of not wanting to open up or feeling scared and defenseless. If a person is being confronted about something negative or being told some terrible news, they might have body language like this.

If the situation is one where you are more openly discussing yourself and the other person is sitting like this, they might be trying to gather personal information against you that they can use later. If the situation should be one where both of you are opening up and they are sitting like this, make sure to hold back on some of your juicy secrets until they are ready to open up just as much.

Similarly, they might be more manipulative than this and even open up their body language so that they can be more persuasive. They might open their arms and put their arm around you even if the relationship isn't personal and sit with a broad chest to show that they are welcoming of you. This is healthy to do in many conversations, but don't let yourself fall for this tactic if they are simply trying to get more personal information out of you.

What Others See in Your Body Language

When someone might be trying to persuade us, they are also going to take into consideration our body language. It is important to be aware

of the things that might give them the signal that we are feeling weak, scared, or anxious around them. If they are able to sense these kinds of emotions, then many people can find that it is easy to take advantage of others.

Let's first start with the top of our bodies and then work our way down. When you are wrinkling your forehead, that is a sign that you might be stressed. This can lead others to think that you are feeling anxious and might take advantage of that vulnerability. They can start talking about things that stress you out even more, which can lead to confusion. This can enable them to take advantage of what you are thinking. They can also use your confusion to plant more ideas in your head and get you thinking about them. If they are good ideas, this can be especially persuasive because you will be more interested in listening to positive things to distract you from what it was that was causing stress.

Next, manipulators can look at your eyes to see what you are thinking. Squinted eyes can show focus, and others can exploit this much like they would a wrinkled forehead. Eyes that are wide and open can show focus and that you are an open person to new ideas. Others can see this and might assume your good nature, looking to take advantage and exploit your empathy levels. The same thing goes for wide and open smiles. Happy people can sometimes seem to be the easier to manipulate because they are less defensive and more open to persuasion.

They will also look at the way you are holding your arms. Closed arms

means that you might be a little more skeptical to what they have to say. They can see this and think that they might need to work a little harder to persuade you. A more open demeanor can show them that they have the opportunity to persuade you.

When you are showing any forms of anxiety, this can also be a signal that you are feeling nervous and vulnerable around them. If you are fidgeting with your hands, twisting your hair, picking nails, shaking legs, or looking around a lot, they know that you might be nervous around them. This can help them get the idea that it will be easier to take advantage of and sway you a certain way.

You don't have to feel anxious all the time about how you are sitting or holding yourself because not everyone is going to meticulously study your body language. When you are in a position where others are seemingly trying to persuade or influence you at all costs, then it is important to make sure that you are protecting yourself. Stand tall and confident, maintain the right level of eye contact, and stay focused on the context clues of the situation rather than simply what the words are that are coming out of their mouth.

In the rest of the book, we are going to go over the other ways that manipulators are taking advantage of you through their actual language, and the actions they take to try and keep you under their spell. Then we are going to give you tools needed to find positivity from this and become a persuasive person yourself. More body language tactics will also be covered in the NLP chapter.

Chapter 3: How Manipulative Behavior Develops

If you can understand individuals by their behaviors, then you will never be tricked by their words. Keep in mind that what an individual says and does are two separate things. Since manipulative individuals may “woo” you with their words of kindness, ensure they actually live up to their words and that it is not just an empty shell for a trap.

If a manipulative individual put as much exertion into being a decent individual as they do into professing to be one, they could be a trustworthy individual. Remember, even though the warnings we share throughout the book, manipulation doesn't always have to be a bad thing. Don’t mistake someone’s attempt at positive influence as them trying to manipulate you.

If we comprehended from the earliest starting point that an individual isn't who they appear to be and merely is taking cover behind an exterior of what seems, by all accounts, to be socially satisfactory conduct, at that point we would be careful about engaging with them.

Constantly inspect what you accept. We don't do this enough. As life advances, our convictions and frames of mind may change, and we have to know how these changing thoughts influence us.

Understanding the root of manipulation is the best way to grasp what it is and how it can affect you. It is easy to think that those who are manipulators are just bad and selfish people. You can ignore these individuals and keep them out of your life, but we have to remember

to really accept the truth about these types of people. They can seem bad, but they will still be present in our lives, and understanding their complexities will help us the most in the end.

Motivations and Intention

Manipulation starts with motivation and intention. All manipulation is a product of someone attempting to get what she desires. The issue is that there is a more intense focus on getting that at all costs rather than getting it practically. We have a sense of urgency sometimes and feel our needs will not be met if we aren't pushing people to give us what we want. We all have different desires and hopes, and a manipulator is someone who simply goes about getting these things in the wrong way.

Manipulation can sometimes start in childhood. If you weren't properly taught to express your feelings or share the things that you want, then it can be hard to know how to get them, or to satisfy those feelings. We can start from an early age trying to twist reality and shape it to help us fulfill our needs. It is a quick fix sometimes to influence someone else to do what you want rather than doing it the hard way yourself. We can confuse wanting to be close with someone for wanting to control them, so we will take mistaken actions trying to fulfill that inner need.

There is an important distinction between manipulation, inspiration, and motivation that we have to make ourselves aware of. As someone on the road to becoming persuasive, it's important to understand the difference between the motives of those who are trying to persuade or

influence and the motives of the people who intentionally try to manipulate.

Persuasive motivation takes place when a person is considerate of the work that needs to be done and the person as well. Manipulation comes in when the individual is only concerned with the actual work that needs to be done, not the person who would be doing it. When an individual is concerned with only making money for her business, not caring how she might be exploiting her workers, using fear tactics to keep them working and underpaying them, she is operating in a manipulative fashion.

Persuasive motivation takes place when a person is compassionate for the person whom they are influencing. Manipulation comes from a desire for pride and power over another person. If someone is trying to get you to quit drinking because you have a problem that has led to alcoholism, they are motivated to help you. If a husband wants his wife to stop drinking because he doesn't like when his wife goes out to wine tasting with friends, then this is manipulation.

Persuasive motivation is based in the truth and actual, substantial honesty. Manipulation is only concerned with outward appearances. If someone is trying to encourage you to lose weight after a heart attack, this is motivation. If someone is trying to encourage you to lose weight because your stomach doesn't look flat in a bikini, but your health is completely fine, this would be manipulation.

Persuasive motivation actually cares about the other person and is concerned with their needs and desires. Manipulation is only

grounded in fulfillment for the self that can be achieved with or without hurting people–it is not concerned with others.

Leaders should consistently self-reflect to evaluate their movites and to guarantee they are genuinely persuading—not controlling. If you are guilty of controlling, of endeavoring to control individuals or not thinking about those you lead, you aren't driving success.

Our Thoughts and Feelings

Manipulators are individuals who routinely take part in shrewd, ascertaining, and scheming conduct. Master manipulators like this are often called Machiavellians or High Machs. On the other hand, the label Low Mach implies that one’s cunning inclinations fall inside the usual range. While Low Machs can possibly take part in deceptive conduct, they incline toward not swindling and manipulating, except for when they see such behavior is needed or of importance.

For what reason are people wired to be High Machs? Does a fundamental identity issue cause the conduct? Assuming this is the case, is it possible to deal with the issue at hand? To put it plainly, no.

Identity issues don't transform individuals into High Machs. Machiavellianism is an inherited quality, presumably then worsened by an individual's social and family conditions. Cunning predispositions exist separate from any identity issue that an individual may have. However, we should not ignore identity issues completely.

Different identity issues can create tension, alarm, dejection, separation, craziness, happiness and other states of mind which may

trigger aggressive responses. When somebody routinely deludes and uses others to prove their own points, that individual may develop the label—self-assigned or otherwise—of a manipulator.

Being under constant stress from an identity issue does not give terrible conduct a free pass. We have a decision to make before we act, and we are in charge of our behavior. Keeping this in mind, some individuals with specific identity issues may be inclined to fall back on manipulative conduct as a way of persevering and dealing with stress.

Aside from these underlying mental issues, such as antisocial personality disorder, borderline personality disorder, bipolar disorder, and obsessive-compulsive disorder, there are certain thoughts and feelings that will commonly drive someone to become a master manipulator.

The first feeling that might drive manipulation is fear. As soon as our brains sense that we might not be getting the exact thing that we feel we need, then we can end up becoming severely dependent on controlling others to fulfill that desire.

The fear of being alone can lead to someone manipulating multiple people in their lives in order to ensure that person will stick around. When we are fearful of losing the things we have, like money and material objects, it can cause us to manipulate, often in the workplace, to get what we want and ensure we stay in a higher position.

This feeling of fear and the desperate desire to alleviate that anxiety is validated by the thought that we are not good enough to get what we want on our own. Manipulators and those who struggle with

controlling others are doing so because they usually have low self-esteem that tells them that they are not good enough and need to look to others to gain control and motivation.

Manipulators can also have strong feelings of desire. They will desperately want some things and think that the only way they can get these is if they manipulate others. Someone might desperately desire the admiration of others, so they can manipulate perspectives to make them seem more desirable than in reality.

The reason that many manipulators have this behavior is because they are not aware of the actual things that they want and allow their emotions to be the biggest driver in their decisions surrounding their life.

Rather than being conscious of the things that they actually want and how to properly achieve these things without hurting others, they will act from one moment to the next, having no logical plans for the best way to actually get what they want.

The Science of Manipulation

As humans, we are concerned most with preserving ourselves. Whether this is by getting shelter, food, rest, or whatever else fulfills our most primitive instincts, this is what drives our mind at the very root of it all. Some people will understand this and practice self-control, even when their animalistic behaviors are in the driver's seat. However, others will not realize this and instead think that the thing they want the most is the answer to all their problems.

We start to create certain expectations about the world, as well.

Maybe you have an idea in your head of what you want in the future, and this seems like the perfect answer to everything. As most of us know, nothing will ever turn out the way we think, and little actually ever feels the way we think it will be when predicting it.

Still, there are some days where you expect to have a perfect plan of what the day will look like. When things go wrong, it can lead to manipulative tactics to try and achieve that desired outcome. When things don't go the way we planned, our brains can start to panic. We worry that if one thing doesn't happen, that means all other things we were hoping for won't either, and we can take some extreme measures to try and fulfill those desires.

It is not that we manipulate because our brains are giving us what is needed. Manipulation comes from simply thinking that doing so will give us what we *think* we need, not what will actually help us in the long run. When you are hungry, you are hungry in that moment, even if you know that you are going to eat in an hour. You don't just get to shut off that feeling of hunger. Your body doesn't care about time. It cares about what it needs in that moment.

Manipulators are concerned with filling their needs in the moment. If we all sat down and really thought through all the challenging feelings that we have, then most relationships would be in a much better place. Instead, our animalistic brains are making us act in ways that drive us towards getting only what we want in that moment.

Though it is a scientific thing that happens in the moment, long-term manipulation is simply a pattern of this kind of thought process. It

becomes a habitual way of thinking for many people, and our brains accept this as the way to actually get the things that we want, no matter who might get harmed along the way.

How Manipulators Step In

All of this may sound simple. You might start to think of a manipulator as an evil villain who doesn't care if they hurt others to get what they want. You start to think of villains, such as Cruella de Ville who might kill puppies just to get a fancy fur coat. So how, then, are manipulators able to step into our lives? The implications of this question are great since this kind of manipulation happens on both an individual level and a societal one, as well. And our society has become used to it.

The idea of what manipulation is can seem evil and obvious, but what actually happens is that it starts small and expands into a confusing web of inflated stories, misunderstandings, and others doing whatever they can to convince you of the things they want you to believe.

Manipulation starts with the person who plans on taking advantage of others. They will first go through something that has taught them that manipulating others is the way to get the things that they want. Next, they will find their victim. This will usually be a more compassionate person and someone who has shown love and empathy to them. A manipulator will rarely start a relationship right away with another manipulator.

From there, they will form a close bond, making the other person feel special and unique. Next, they will start to slowly show signs of

control, but this will usually be out of “love,” or so they make it seem.

Next, they will start to actually control what you do, and when resistance is shown, the manipulator will try even harder to make you believe that you are unable to trust yourself.

After that, the other person usually becomes aware of the manipulation and leaves, or they will not recognize what is happening and fall deeper into the lies building up around them.

This cycle is hard to break, but it needs to be done. It is not fair for one person to take advantage of another. We all help each other, and there are some things that we need from others, like love, financial help, or simply emotional support. These are all things that should be given clearly and consensually, not something to be manipulated out of them.

Chapter 4: Identifying Manipulative Tactics

Emotional or hidden manipulation can be characterized as a distinct impact through mental abuse, with the goal to control or extract benefits at the victim's expense.

It is crucial to recognize the substantial social impact of mental abuse stemming from manipulation. With manipulation, one individual is utilized to support another. The controller intentionally does whatever he needs to in order to best serve his interests, and his interests only.

The following chapter will go over ways to distinguish what tactics manipulative individuals regularly use to pressure others into a place of detriment. Some of these things will be very obvious signs of manipulation that you might have already commonly recognized. Others are going to be subtler and ways that we need to be aware of when talking to individuals we wouldn't always suspect of manipulation.

Remember that not every person who acts according to these behaviors is purposely trying to manipulate you. However, it is critical to perceive these practices in circumstances where your rights, interests, and security are in question.

Signs of Emotional Manipulation

Manipulators will try to **bring you to their "home turf,"** or at least a place where they are comfortable. This will end up making it easier for them to control you.

A manipulative individual may demand that you engage with them at a particular place like an office, home or public setting. This gives them a sense of control since they most likely scoped out the area before asking you there. That way, they are familiar with their surroundings while you may not know anything about the place yet. Cunning, but a simple way for manipulators to gain access to control.

Manipulators will give you a chance to have the first say to build up your courage before they address your shortcomings. Numerous sales reps do this when they decide whether you will be the perfect candidate to purchase what they are about to offer you. By posing general and examining inquiries, they build up a benchmark about your reasoning and conduct, from which they can then assess your qualities and shortcomings. This sort of addressing with a concealed plan can likewise happen at the work environment or with personal connections.

Manipulators know how to **twist the truth**, and they will get away with it because they don't always believe that they are even lying. They find a way to twist the truth so much that they believe it to be 100% true.

This can take place in the forms of lying, reason making, double-dealing, censuring the injured individual for causing their own exploitation, distortion of reality, exposure or retention of crucial data, misrepresentation, modest representation of the truth, and only seeing the truth in his or her own story.

Manipulators will sometimes **overwhelm you by presenting you**

with a large amount of knowledge, sometimes in a confusing way. They exploit you by feeding false claims, measurements and other information you may not care to think about or investigate yourself.

This can occur in deals and financial circumstances, in expert-level conversations, or social interactions. By assuming control over you, the manipulator creates the perfect opportunity to ensnare you. A few people utilize this system to have a feeling of scholarly predominance.

Manipulators will often find ways to **overpower you with formality**. This means that they will blame their actions on rules or regulations, and things that are seemingly out of their control. Certain individuals use administration—desk work, techniques, laws, advisory groups, and different forms of red tape to advance their strategy of trying to get you to fall for their plan of manipulation.

This method can likewise be utilized to postpone the discovery of reality, conceal imperfections and shortcomings, and sidestep examination. Your boss might make you work on a holiday and explain that there was nothing he can do, even though he himself could have taken that same shift. This method is like him saying “I would if I could,” even though the manipulator certainly has it in his power to change the situation.

Sometimes, a manipulator will **raise their voice and show negative feelings**. This can be a means of forceful control. When they complain loudly enough or show negative feelings that seem out of proportion for a situation, most reasonable people will submit to their intimidation and give them what they need to keep the peace, if for no

better reason. The forceful voice is habitually joined with solid non-verbal communication, for example, standing or energized motions to heighten conflict.

Surprise is another common tactic manipulator might choose to use. They might use an outrageous statement, such as “you will never believe what the other person did to me,” when telling a story. They also use unbelievable assertions, such as, “I was the only one doing any work today.” These paint a surprising situation that can catch the other person off-guard, more likely to fall for the heightened truths the manipulator is sharing.

Regularly, the sudden negative information comes unexpectedly, so you have only a brief period to plan and counter. The controller may request extra concessions from you to keep working with you.

A manipulator might also **not even give you the opportunity to choose in some situations**. This is a typical deal and arrangement strategy, where the controller leans on you to settle on a choice before you are prepared.

A manipulator will have high expectations of you and demand high requests, ignoring that you might not be able to do what they are asking. They will make it seem like it’s not even an option to say “no,” even though what they are asking of you might be unreasonable in the first place.

By applying **pressure and control**, manipulators expect that you will split and yield to the manipulator’s demands. Instead of saying, “Do you think you can do this?” they will simply ask, “When can you have

this done?" never giving you the opportunity to agree to do something in the first place. This makes it hard for you to be able to say "no" to whatever it is that they might be requesting.

Manipulators will enjoy negative cleverness intended to jab at your shortcomings and weaken you. They will make sarcastic jokes to belittle you, and when you show hurt from these words, they will say, "I was just kidding," or "No big deal."

Manipulators like to make simple comments, frequently shrouded in wittiness or collegiality, to portray victims as second rate or deficient. These remarks can relate to appearance, traits, experience and qualifications, and the way that you strolled in two minutes late and exhausted.

By **making you look terrible, and getting you to feel awful**, the assailant wants to establish dominance over you. They also do this in an attempt to point things out about you that might change how others perceive you. While you might enjoy a certain musician that others think nothing of, a manipulator might say something like, "How could anyone like that band?"

The silent treatment is a popular tool used by manipulators. They know that ignoring you can sometimes be the best way to get under your skin. By intentionally not reacting to your calls, messages or requests, the manipulator presumes control by making you pause, and means to put uncertainty and vulnerability in your mind. Silence can sometimes be the most powerful of weapons.

They might not give you the silent treatment in person, but they can

pretend to ignore you so that you aren't aware of their intentions. By pretending she doesn't understand what you need or what you need her to do, the manipulator makes you take on what is her duty and makes you sweat with effort and anxiety.

Kids utilize this strategy to defer tasks, delay demands upon them, and manipulate grown-ups into accomplishing for them what the kid would prefer not to do. Some adults use this strategy too, when they have a task they want to ignore, or a commitment they wish to evade. For example, intentionally mopping the floor poorly can trick the person in charge so that they decide not to delegate that task to you again.

On a larger scale, this can mean someone in a relationship **pretends that they are unaware of what you might need on an emotional level**. They'll say things like, "I don't understand what you want," even though they very well know what you need and simply aren't willing to put in the work to accomplish this goal.

This leads into how manipulators will often **guilt trip** you. Some examples may include blaming others instead of him or herself, focusing on their own weakness, acting as though someone else holds the key to their joy and achievement, or despondency and disappointment. By focusing guilt tripping others, the controller pressures the recipient into surrender.

Manipulators will then make sure to **play the victim** no matter how incorrect it might be. Some examples of this type of behavior include overstated or imagined individual issues, misrepresented or fabricated

medical problems, reliance, codependency, conscious fragility to inspire compassion and support as well as playing frail or weak.

The reason for manipulators playing the victim is frequently to misuse the victim's goodwill, feelings of remorse, feelings of obligation and commitment, or eagerness to defend and support, to extricate preposterous advantages and concessions.

The expression “gaslighting” is frequently used to refer to manipulation that gets individuals to address themselves, their existence, memories, or musings. Gaslighting is basically when someone is going to try to **make you feel crazy** so that they can get away with their manipulative behavior. A manipulative individual may bend what you state and make it all about them, capture the discussion, or make you have an inclination that you've accomplished something terrible when you’ve done nothing wrong.

When you are being gaslighted, you may feel a misguided feeling of blame that you have done something terrible, even when that is not the situation. Manipulators blame; they do not accept any liability in a situation.

When you let a manipulator know that they hurt your feelings, they are instead going to point out how you are crazy, remembering things wrong, or being too sensitive about the situation.

As soon as someone **does you a favor**, not for the sake of “just because” but with hidden motives, you can almost be sure you are being manipulated. One essential sort of manipulator can be named “Mr. Nice Guy.” This individual may be useful and complete a lot of

favors for other individuals. Yet, with each great deed, there is a string attached—a desire. When you don't meet the manipulator's desire or motive, you will be described as unreasonable.

A sales rep, for instance, may influence your decision on purchasing a clothing item even though they don't think the item suits you. In a relationship, an accomplice may get you flowers right before asking you for a favor. These strategies work since they misuse social standards. It is typical to respond to favors, yet when somebody provides one deceitfully, we still feel constrained to acknowledge and go along.

Another method of manipulation is to **inspire fear** into someone, only to give them some relief afterwards. A person might scare you into going somewhere new, building your fear around the place. Then, they will strive to protect you and make you feel safe, even though the fears that they warned you about in the first place weren't real.

This can be done when you might be making an important decision. The manipulator will at first tell you all the reasons that you should be scared. They will tell you about the negative things that are going on and will do whatever they have to in order to ensure that you are fearful. Afterwards, they will come up with a solution so that they can make sure you are dependent on them and look up to them as a "savior" type.

Many different companies might use this tactic in order to sell you their product. For example, someone might make an elbow cream and on their commercial, tell you about how if you don't use it, you run

the risk of getting a certain disease. Then, you will start to make sure to buy their product because you are scared of this disease, even though you never heard of it, or even thought about it, before watching the commercial.

Bribery is an effective tool of manipulators in certain circumstances. They can do it in obvious ways, saying something about how they'll give you money or a certain reward if you are able to do this thing for them. If you refuse, then they will start to use other manipulative tactics until they get what they want, sometimes even removing the bribe in the process so you end up walking away with no benefits at all.

Mirroring the target is a way that manipulators will manipulate. They can start to act like the other person so that the one being manipulated feels a closer connection to them. They might talk about similar struggles and challenging life issues they went through that are similar to the person who is being manipulated. For example, someone talking about how they struggle with grief after losing a few friends might find that their manipulator makes up or exaggerates a different death in order to try and relate to this person. They will then find that it is easier to control the person when they are feeling empathetic.

Storytelling is a common manipulation tactic. Manipulators will be experts at twisting a story to make sure that it suits their ends. They won't always completely make up new and original lies, but they will certainly twist the truth so that it sounds better for them, making them look like a hero, or the victim, whichever suits their needs at the

given time that they are sharing the story.

Manipulators will learn how to **set the mood** of their victims. Though they are rigid in getting what they want, they can be very adaptable if it means having more control over a certain individual. If they know that someone likes a certain restaurant, they will take them there, or if they prefer to be alone and quiet at home, then they will do that.

It is not bad to take people to places they like, but if you are doing so to psychologically trick them into giving you something that you want, then that is when it turns into manipulation.

Controlling your voice is important for manipulators, as well as the **gestures and touch** that they use. They can be great actors, able to switch their voice and gestures at the drop of a hat. We all have different moods that might cause us to act different depending on the situation, but a true manipulator will wear many faces that they can switch whenever they want.

Manipulators often know the **power of silence**. Even though they might have endless tricks and conversations they can use on other people, at the end of the day, they will still know that being silent can sometimes be the most powerful thing that they do.

Less Common Manipulation Tactics

Maintaining an intent gaze can make individuals feel like they are being genuinely listened to. Manipulative individuals will make excellent eye contact and even take it a step further and enhance their eye contact with an engaged and invested facial expression.

A mesmerizing look is regularly given to test limits. Manipulators may do or say something awkward just previously or after the mesmerizing look to examine how you react. The look might feel like love or enticement. If somebody's mesmerizing look makes you feel off in any capacity, it is best to get up and take a break from the situation you find yourself in. Check your sentiments and remind yourself of your character and values if things get excessive.

Manipulators don’t care about other people’s body language and will instead overstep boundaries without much notice. Individuals who, in general, overstep boundaries have a specific appeal about them. Manipulative individuals will endeavor to break the rules in humble and at times playful ways. For example, they may step in front of you on the sidewalk just to check whether you'll permit it. Manipulative individuals might lift you off the ground amid embraces, and they'll find ways to attack your personal space.

Narcissists and manipulative individuals, generally speaking, stand nearer to others than other people do. They use space intrusion to threaten, show control, test limits, and to tempt. Manipulative individuals love using this tactic to promote power over you and entice you to give in to their needs or demands.

Sometimes a manipulator might share secrets with you without hesitation. They will do this as a tactic to keep you interested in them and to make them seem more approachable, relatable, and trustworthy. They might also do this because they are wanting you to reciprocate, sharing secrets that they can use against you. Then, when

you confront the manipulator about the betrayal in the future, the manipulator will completely deny having ever said anything, making you feel crazy and defeated.

Manipulative individuals know how to sweet talk their victims. They also know how to keep you interested in what they are saying at all times. Manipulative individuals, as well as narcissists, are spinners of stories. When they get started about anything, it tends to be difficult to stop them.

Manipulative personalities will make you feel special by how frequently they trust in you. When they quit disclosing things to you, you may feel like you did something wrong and will do your best to get once more into their great graces. Creating this type of insecurity is tied in with controlling your time and focus, to secure your attention at the manipulator's whim. If you see someone manipulating you by selectively sharing and withholding, take a stride back and put some space between yourself and that individual.

Sometimes manipulators make use of pet names rather than your actual name. It might appear to be sweet when somebody begins calling you by a pet name. Be that as it may, manipulative identities will utilize words like "baby" or "dear" to belittle you. Then when they quit calling you by a pet name, it can create feelings of abandonment and leave you wondering what you fouled up. It is merely one more piece of their strategic maneuvers. If such names bother you, reveal to them that you don't value being called pet names and would instead like to be called by your real name.

When somebody compliments you a great deal, obviously you are going to feel good about yourself. It is essential to distinguish what their actual intentions are. Some of the time, individuals will utilize compliments to get something out of you.

If you possess authority at your job, school, or other professional setting, individuals with less authority or at a lower position than you may utilize compliments with expectations of an advancement. If the individual complimenting you is at an equal level, it could be a legitimate compliment with no manipulative thought processes. Of course, male-female relationships complicate these matters further. Even in a scenario between equals in the work setting, a compliment could be used as manipulation to advance a social agenda.

Not everyone who gives compliments means to manipulate you. It’s wise to be aware of individuals' actual expectations. Trust your instinct. If something feels off about somebody, it may be beneficial to find why.

Keeping yourself from falling for manipulative strategies may take some training. A conventional method to tell if you are in a relationship, or simply having a conversation with an individual who's attempting to manipulate you, is to focus on where they bring the conversation. If they are endeavoring to make you feel either exceptionally fortunate or unfortunate about yourself, that’s an important warning sign.

It is essential, however, to note that the above explanations do not guarantee you are dealing with a manipulative person. Using pet

names, for example, does not mean you or an associate is manipulative. To analyze manipulators, you need to take their entire character into account and not only specific attributes of their behavior.

Chapter 5: Recognizing a Manipulative Relationship

When thinking of love, our society romanticizes manipulative connections so much that it may be difficult to recognize them for what they are. We have loads of literature suggesting to us that genuine relationships are about fixation, that pure love is all-expending, and that individuals who are infatuated have no limits or separate lives.

While many people romanticize the idea of a manipulative relationship, we have to understand that in reality, it is not real love. Sometimes it might make for a dramatic plot and conflict that keeps the reader invested, but there is no fun in actually living through a romantically manipulative relationship.

You may have been warned about manipulative people and the fact that control and maltreatment is something to be worried about; the facts are that being in a controlling and manipulative relationship that never grows into ill-treatment can be frightful and harming as well. Just because someone isn't physically harming you doesn't mean that you can't still feel pain from their actions.

Being controlled or put down by a companion can harm our confidence, make us feel dread about relationships in the future, and leave us feeling abandoned instead of comforted, with an assortment of mental and emotional injuries that we should not be burdened with.

You might be acquainted with indications of a damaging relationship. For instance, you may have experienced a mate who compelled you to wear only certain items of clothing or did not want you to visit your friends and family.

This person might always want to know where you are going, what you are doing and why you are only a few minutes late. Manipulators are often very anxious people, so they will allow nervous thoughts to pass through their brains and control their actions. They will spiral their excessive emotion and anxiety into fantasies about what you could possibly be doing when you are not around them. They will think about their worst fears and what you could be doing to hurt them, so when you are not around, they are going to assume you are doing these things.

This can lead to them disliking when you are not around. It can seem flattering at times to have someone be so concerned with you. You might think, “It is so sweet that they always want to know where I am and that I’m safe,” but when someone is going to great measures to control you, this isn’t their intention. Unfortunately, their concern isn’t for your well-being. Instead, they are thinking, “I need to make sure I know where this person is at all times so that they aren’t doing anything I don’t approve of.” Your presence is simply their assurance that you aren’t fulfilling their worst fears about the bad things you are doing to them when the two of you aren’t together. They won’t be considerate of your needs in this situation. The manipulator is only acting to serve their own interests.

A manipulator will never tell you this and will instead only feint concern to improve the way they appear to you. They will also use this tactic to make sure that you feel guilty. When you don't answer for 20 minutes, rather than them admitting that it is completely acceptable for a person to not always text back immediately, they will make you feel guilty. They will treat you as if you have done something wrong or selfish to them, without considering the fact that you simply weren't around your phone at the time or were too busy to answer in the first place.

Love should feel better and not confining, terrifying, or distressing, and having an accomplice should make you more joyful, not sadder. There are certainly going to be difficult times in love. You might not understand your mate, and they might not understand you. These challenges should be mere obstacles on the way to making you stronger. A healthy relationship shouldn't be one that is constantly draining you and breaking you apart, making you feel constantly exhausted.

Signs of a Manipulative Relationship

A great deal of us have had awful stuff occur in our lives—enough awful stuff that the possibility of a hero sweeping us off our feet and shielding us from any issues for whatever remains of our life can sound incredibly enticing. For this reason, we sometimes seek protection, compassion, and care in the wrong places.

Reconsider if your partner's thoughts of help include preventing you from making your own choices and carrying on with your own life. A

partner who secures you by assuming responsibility for your maxed-out accounts, or perhaps talking to a companion you've been battling with isn't paying special mind to you; they are attempting to make you have no other choice but to put all your trust in them and no one else.

A true partner realizes that they can't protect you from everyday life and what it holds— they can simply assist when you need them to. Should you, at some point, run into a money-related issue, a trustworthy partner may assist you in praying an overabundance of unopened bills—giving help, but not taking control over the situation. They won't take your passwords or demand that you only be allowed a limited amount of money per month until you have paid off all your current debt. A true partner will offer help yet will realize that you need to manage your own issues.

One common manipulative relationship tactic is to make us feel guilty for seeing friends and family members. When we envision somebody attempting to cut their companion off from their emotionally supportive network, we picture something similar to the contemptible husband in a made-for-television movie telling his better half that she'll never talk to her closest companion again. Be that as it may, manipulative partners can also separate you from your support network in an inconspicuous way.

A shrewdly manipulative person isn’t going to outwardly forbid you from seeing your family because that can be an obvious sign that you should run in the other direction. They are going to make the

manipulation subtler, instead pulling you from your family slowly rather than an outright forbiddance. If your partner can convince you to apologize for an action you know you did not do wrongfully, and you do, your manipulative partner will realize he or she can compel you to do anything they want you to do.

Perhaps your partner sulks each time you go out with your companions until you blow off other friends just to save yourself the pressure. Maybe your partner makes negative remarks about your loved ones until you start to trust that the thoughts, they have about these people are valid.

You might even have a hobby or an activity that you enjoy that your manipulator will try to get you to stop doing. They will make sure you know they think your interest is idiotic and ridicule you for it until you surrender it.

A controlling partner's scrutiny might not always appear as such. It may be framed in reasonable and rational language that suggests your partner is merely attempting to help you. They may even tell you that they are simply trying to help you.

They may study your choices at work. Some of their phrases may include: “Why is it that you chose to use that for your presentation? Aren’t you worried about what the boss is going to think?”

They will question your spending habits and how you choose to purchase things with questions like, “Did you really need to buy another shirt?” Manipulators will spin their words, so it isn’t clear that they believe the choices you make are incorrect, but a seed of doubt

and insecurity is planted.

However, all partners periodically scrutinize one another. Our loved ones should still look out for us, and sometimes we need others to help us make decisions or point out bad habits. Remember to always check the true intention of this person and figure out why they would actually want you to change your behavior.

Sometimes, a manipulator in a relationship might ask to have access to your personal belongings, but they won't give you the same privileges. They might know all of your secrets, yet they rarely confide in you. They aren't simply less likely to share, and they certainly aren't protecting you.

This type of behavior shows that the other person is being domineering. Your partner doesn't reserve the privilege to browse your email or messages or ask for your passwords since they state they are apprehensive of whether you may cheat. There's a distinction between having insider facts and having a healthy independence from your partner, and you don't need to surrender that when you are in a relationship with someone.

Every so often, genuine couples who are recuperating from an occurrence of betrayal will permit the undermined partner access to each other's messages as a type of accountability. Yet, in the event that this isn't an arrangement that you have explicitly worked out with your partner, it isn't right.

Manipulation is all about impacting the way someone else thinks and behaves, all through psychological control. This is masked with

passion, or what seems to be a form of empathy, at least. Most of the time, this is a calculated attempt at relating to the victim by the manipulator in question.

In order to fully overcome this manipulation, it's essential that we can recognize the impact that it has had on us. If you want to have a healthy relationship with someone, it's crucial that we are looking at all the ways their relationship has affected us. If that impact is negative, it might be the first sign that a manipulative relationship exists.

Most manipulative people have four regular attributes:

- They know how to recognize your shortcomings.
- They utilize your shortcomings against you.
- Through their quick plots, they persuade you to surrender something of yourself to serve them.
- When a controller triumphs in exploiting you, he will probably repeat the offense until you put a stop to the mistreatment.

They will have many different reasons for why they want to keep you around and control you. One might be simply because they are damaged from a past relationship. They might have trust issues that have led to them having difficulty in being open and accepting of other partners. This can cause them to feel like they need to control you to keep you faithful to them.

Some partners might simply be lonely individuals who are desperate

for love and attention. When they feel like you might take that way, or are fearful that you will leave them, they will stop at nothing to ensure you stick around, even if that includes manipulation.

They might also simply want practical things from you, like financial support, maybe your shared home, a car, and other privileges that aren't connected to you as a person whom they love, but rather, the life that you choose to live. These are some of the most dangerous manipulators, and they are just as common as the rest.

Understand Your Rights

When someone is in the middle of a manipulative relationship, it can be hard to understand how to get out. Manipulators are good at creating confusing, so they can often avoid immediate blame for trying to control others. The way to ensure that you are being protected is to remember your rights.

These are the things that you are absolutely entitled to and should never allow another individual to take away. If you can consistently remember these, it will be easier to confront manipulation as it's happening and more easily recognize when a conversation might be toxic.

Then again, if you convey vulnerability to other people, you may relinquish these rights. The following are our common, principal human rights:

- You deserve respect from others, especially those to whom you give respect.

- You are allowed to express your thoughts, feelings, and emotions.
- You reserve the right to understand your own needs, share those with others, and do what you have to in order to fulfill those needs, so long as you don’t take anything away from others.
- You reserve the privilege to state "no" without feeling regretful.
- You reserve the privilege to get what you pay for, work for, and put effort toward.
- You have the right to protect yourself against other people if they are hurting you.
- You have the right to make your own cheerful and sound life.

Our general public is loaded with individuals who don't respect these rights. Mental controllers, specifically, need to deny you of your rights so they can try their manipulative tactics on you. However, you can push back again such attempts at control when you express the confidence and authority to announce that it is you, not the controller, who's responsible for your life.

These individuals have most likely bossed around others for such a long time and have never been stood up to for it. Please stand up for yourself and let them realize that they make you feel awkward and exploited.

Regardless of whether they deny their conduct or attempt to turn it back around on you, in any event, you can relax realizing you safeguarded yourself and took a stand for reality. Perhaps they will start to change their tune if they feel you hit a nerve with them; all things considered, when they frighten everybody off, they will have nobody to manipulate any longer.

Keeping a strategic distance from them is easier said than done if they don't demonstrate their genuine nature right away. Please heed the first indication of them steamrolling your feelings, gradually move in the opposite direction from the relationship, and make a point to tell them your limits.

Manipulators need another person to control, which is why they go to such desperate lengths to find people that they can influence. If you have been a part of a manipulative relationship in the past, they might be able to see some of that previous trauma as a way to make you more vulnerable to their advances.

If you notice that someone is consistently interested in your history and the negative experiences you've been through, consider they are looking for your weaknesses and triggers. Some individuals might just want to relate to you on a more human level, but be aware of the tactics that manipulators use to try and get a better control on their victims.

Some manipulators will routinely shift the person they can be from one situation to the next, being exceedingly courteous to one individual and totally inconsiderate to another or absolutely

defenseless one minute and wildly forceful the following. When you see this kind of conduct from a person frequently, keep a healthy distance and abstain from engaging with the individual except for the most urgent needs.

No matter what the demand, there are some manipulators who will try to use the pressure of time and force you to make decisions quickly so that you don’t have a chance to really consider what they are asking. On such occasions, rather than reacting to the controller's request immediately, think about utilizing time to promote your well-being and removing yourself from this manipulative grip. You can exert authority over the circumstance by making a simple statement such as "I'll consider it."

Think about how amazing these few words can sound to a manipulator. You have not committed to their demands, yet you do not deny them either. That gives a manipulator the sense that they already have power over you, although you know otherwise. Take the time you have to assess the advantages and disadvantages of a circumstance and think about whether you need to arrange a more fair game plan or take control and put yourself in an ideal situation.

Your essential human rights include the privilege to identify your own needs, the privilege to state "no" without guilt, and the privilege to choose what a fulfilling and stable life looks like. Practicing the act of saying “no” out loud enables you to rehearse clear and assertive communication. And to then say "no" to a manipulator, doing so with care yet immovably, gives you a sense of self-control while keeping

the door open to the relationship.

A manipulator turns into a domineering jerk when the individual in question scares or damages someone else. Nothing can help reveal a true manipulator's intentions and feelings more than if they are forced to confront themselves and really look deep into the ways they are treating others.

The most crucial thing to remember about oppressive jerks is that they tend to scope out the individuals who seem likely to succumb to manipulation. Thus, if you keep confident, you won't fall as high on a manipulator's prospect list as others may.

Be that as it may, numerous harassers are defeatists on the inside. At the point when their victims start to demonstrate the authority to stand up for themselves, the domineering jerk will regularly withdraw. This is valid in social and school situations as well as in office conditions.

On a compassionate note, research proves that numerous harassers are casualties of brutality themselves. Yet this should not in any way pardon harassing conduct. Knowing that harassers have often been victimized may enable you to think about the domineering jerk in a more empathetic light. But remember that someone who is hurt shouldn't be hurting others. After you have been manipulated, does that mean you will go and do the same to someone else?

While going up against menaces, make sure to put on a brave face and stand your ground while having other individuals present to observe and stand with you when you need additional help. In instances of

physical, verbal, or psychological mistreatment, don't be afraid to notify or consult applicable legal resources, law enforcement, and health specialists.

It might seem dramatic to have an entourage with you, or even a police officer, when doing something like picking up old belongings from an ex-manipulator's home or meeting up with them. However, it is always worth protecting yourself. Though we can predict some of the thinking patterns of a manipulator, we never can truly know how they are going to react in any given situation.

Don't Allow the Self-Blame to Take Over

Since the controller's motivation is to search for and abuse your weaknesses, it is understandable that you may feel deficient, or even scorn yourself for not fulfilling the manipulator's motives.

In these circumstances, recollect that you are not the issue; you are being manipulated to feel terrible about yourself, with the goal that you are bound to surrender your capacity and rights. Think about your association with the controller, and ask the following questions:

- Is this person being considerate of my basic human rights?
- Is what they are asking me to do reasonable, fair, and something that I can achieve without hurting myself?
- Are they asking this of me because they can't do it, or because they don't want to do it?
- Are both parties in this relationship giving, or is it only coming from one end?

- Do I like the person that I am when I am around them? Are they their best version when they are around me?

Your responses to these inquiries give you critical hints about whether the "issue" you find yourself in is a result of something you are doing or something your partner is doing.

Another thing you can do to protect yourself from manipulators is to put a target on their back by asking questions. Always make them answer their own questions and force them to self-reflect on their behavior.

Manipulators base their attempts at control in getting you to do the things you don't want to do. It's as simple as that. These offers regularly influence you to make a special effort to address their issues. Should they say or suggest something that sounds unfair, makes you uncomfortable, or is unreasonable, it is important to return the emphasis to the controller by asking a couple of questions to check whether they have enough mindfulness to perceive the imbalance of their plan.

When you are asking the above questions, you are setting up a silhouette of what the manipulator expected of you. That way, the manipulator can see precisely what their behaviors are masking. In the event that the controller has a level of mindfulness, the individual will probably excuse their offensive behavior and state what they want in a more constructive way.

Then again, expert manipulators will dispel your questions and demand getting their way. If this happens, take note of the next tips

that we discuss to get out of a manipulative situation.

Set the Consequences

At the point when a manipulator demands something that transgresses your limits, make the consequences of their actions known. Ensure that you are always sharing your feelings, because these they cannot deny. They might not understand your feelings. Nor will they always be willing to listen. And don't expect them to offer up sympathy.

However, they can't say that your feelings aren't true. If they do, then they are gaslighting you, which is an abusive tactic that you should never stand for. When you are forcing them to really consider the way that they made you feel, it can help to show the consequence. Even if you forgive them internally, don't show it right away. Wait for them to exhibit the changed behavior that you have been asking for.

Let's look at one example. Let's say your partner manipulated you into skipping your family party because they didn't want to go and they didn't want you to go without them. Let them know that they hurt your feelings and that they made you feel bad about missing your family. They might say, "No I didn't," but they don't get to decide this.

You can let them know that you understand that might not have been their intention (even though it likely was), but that you were still hurt either way. If they aren't willing to accept this, why are you willing to accept that they were hurt when you were considering going to the party without them? Ask this question. If they are not willing to listen to your feelings, why should you be willing to listen to theirs?

Do not give into them, no matter how hard they try, until they

recognize that they hurt your feelings. It's as simple as that. They might try to avoid it, make you laugh, or distract you so that you aren't mad, but do not give in until they admit they hurt you and apologize for it.

The capacity to distinguish and declare consequences is one of the most critical aptitudes you can use to deal with a troublesome individual. A consequence is something that is going to hurt them, not you. Ask yourself what you can take away from them to really get them to start thinking about you, and not just themselves in any given situation.

Another example of manipulation might be your partner giving you the silent treatment after you have ignored them for an hour. Let's say that you were at work and you got busy, so of course you missed their message asking what you wanted to watch on TV later that night. This is a very simple thing and a reasonable scenario. You can't be expected to answer your phone every minute of the day, especially when you are tending to work responsibilities.

When you get home, your partner is locked in the bedroom, not talking to you at all. They are ignoring you and aren't willing to listen to you. This makes you feel bad and you start to question if something is wrong with you. If they are lying in bed, then you are thinking they must've been upset all night and you might start to feel really guilty about what you did, even though you did absolutely nothing wrong.

Rather than giving in to them and apologizing over and over, they should really be the one apologizing to you! In this situation, you

should sit down on the bed and tell them that you were busy at work which is why you weren't able to respond. Let them know you would still enjoy watching something. If they don't immediately change their mood and continue to throw a pity party for themselves, simply walk away.

They are looking for an emotional reaction. They want to know that they successfully controlled you. Don't give in to this. They need to reflect and realize that the only person responsible for that bad mood was themselves. If they were legitimately concerned about growing with you, then they would accept that you weren't able to answer and talk about their feelings with you.

The silent treatment is a manipulative tactic aimed at making you feel guilty, so you will submit to their control. Seize the control of your evening in this scenario. Go watch a movie alone, leaving them in bed to be angry.

Chapter 6: Persuasion Techniques to Help Influence Others

Two persuasion strategies that are commonly used include the “foot-in-the-entryway,” and “entryway in-the-face” methods. In the foot-in-the-entryway procedure, somebody begins with a small and sensible demand—“Do you have sufficient money?”— which at that point leads into a more significant demand—“I need $10 for a taxi.”

The entryway in-the-face system is the inverse—it includes somebody making a significant demand, having it rejected, and then retreating to a little demand. Somebody doing contract work, for instance, may approach you for an extensive amount of cash in advance, and then after you refuse, will request a smaller sum. This works since, following the more significant demand, the little request appears to be sensible.

The level of the impact someone has on you is related to control. Envision having the capacity to impact situations when the circumstance calls for it. These two strategies that we discussed are simple enough, yet they can have a large impact on how much we are able to control others and the situations in which we find ourselves with them.

According to a wide body of research, the ability to exert control over other people is easier than you may have thought. One book has had the most significant effect in this field: Robert Cialdini's *Influence*. In it, Cialdini presents the six tools of influence that will enable you to

convince others: correspondence, consistency, social verification, liking, authority, and shortage. Throughout the rest of this chapter, we look at these tools of influence and how you can use them to your advantage in order to get what you want.

Tools of Influence

The number one reason individuals will make use of the six tools of influence is to get you to do what they want you to do. We already talked about the common motives that others will have in order to influence you, but let's look at why you might want to use these persuasive tactics on others.

The opportunity to affect individuals often emerges out of obvious needs. Some of them include:

- The need to make changes to a workplace situation
- Authoritative social change
- Tempting more clients to purchase from you
- Urging colleagues to adopt new skills

Acing these six standards of impact will empower you to amplify your capacity for influence. Before we proceed any further, a strong word of caution is needed here. We just spend the first half of this book profiling the despicable ways manipulators feed off other people like parasites. Don't be a manipulator. Do not to mishandle these abilities. There can be a fine line between manipulating others and exerting control. The crucial determiner is motivation. Use these tools the correct way, and you and others will receive benefits.

Humans, as a whole, have the capacity to work in autopilot. Much like a bird sings, a cow produces milk, and hounds bark, we adopt routines and respond in predictable ways, whether learned or instinctive, as though it's our DNA.

We are presented with new information all of the time, yet most of it passes us by. We can't take everything life offers all at once. If we did, we would be overburdened, and our minds couldn't adapt quickly enough. That is where subconscious routines come in.

Our cerebrum deliberately picks a focus to concentrate on and disposes of anything it deems non-essential for the focus. For that reason, numerous activities are performed without conscious thought, and our mental faculties help us lead our daily lives, whereby we respond to new information without knowing about it consciously.

You can utilize these tools and impact strategies to break into people's autopilot programs and lead them to conform to specific conduct. It's important to remember these things:

- Begin in light of the end. Know your targets and what you are seeking to accomplish. What does achievement look like?
- Consider the people whom you are attempting to impact and choose the right impact strategies to suit the circumstance.
- Utilize the procedures to suit.

Correspondence

This is the first tool, and it is often associated with reciprocity. It is the idea that if you do something for a person, they are going to be highly likely to do the same thing for you in return. Part of this is born from obligation and the rules that we use to govern our society. On the other hand, it is also used in order to make them fearful that if they do not return the favor, they won't keep on getting the benefits from you.

Correspondence is a helpful tool to jumpstart a scenario when we need something done. Its supposition is that by acting first and doing something for another person, then you will improve the likelihood of the other party doing what you need accomplished. When we are eager to go first and give before we attempt to get, we have a better shot of engaging others. What useful but unexpected thing would we be able to accomplish for our partners that may acquire us a sympathetic ear when we need to approach them to achieve something for us?

Doing well by others is a shrewd method to get others to do precisely the same thing for you in the future. The only way one could be harmed in this situation is if they aren't reciprocated. It still is never a bad thing to do something nice for someone else. Getting what you want isn't the best reason, but it is sometimes a good enough motivation to help make sure both parties are satisfied.

There are a few different ways to make correspondence work for you. Giving others little blessings, approaching others with deference, and doing favors for those in need are several ways that you can win

points with different people.

Consider your goals again and recognize how you can be of assistance to people. It might even be only a vague notion of how you have been of help before. You can start small to see how your efforts are received before risking or committing more. When you perceive that your gifts or favor have been received positively, then you can either wait to allow reciprocation, or you can offer another kindness. But it's important to keep a delicate balance in the relationship. The principle is about correspondence. If you go too far in giving without the other party having opportunity to give back, you can cause discomfort or alienation.

Conventional methodology is to help other people and be benevolent when you have the chance since no one can tell how it might enable you to down the line. Besides, it is these little demonstrations of thoughtfulness that will be recollected and prove to be useful when you need some help in the near future.

Consider when you got a present or a birthday card from somebody you are not typically used to accepting one from. What sway did that have on you? How did that affect your thoughts? Did it cause you to take any specific action? You may have sent them a birthday card or present back. For what reason is this? It is mostly because of the principal weapon of impact: the standard of response. This standard state that we should attempt to reimburse, in kind, what someone else has provided to us.

For instance, if a friend sends us a birthday present, we ought to

recognize his birthday with our very own gift; if two or three welcome us to a gathering, we ought to make sure to welcome them to one of our own. By keeping the correspondence rule, we are committed to the future reimbursement of favors, blessings, solicitations, and so forth.

For what reason do we do this? It is straightforward; we feel committed to respond in kind because of a sentiment of obligation. Furthermore, it is our ingrained culture and conviction frameworks that constrain us into compensating such debt.

Ensure that you aren't doing kind things for others simply to get something from a person. We still should be considerate of others, giving and thoughtful in all aspects of life. If you only do things because you are expecting something back from the other person, then this can lead to a lot of disappointment, and it can also become a form of manipulation. There can be a subtle difference between giving and buying.

Yet correspondence is a rule of thumb we need to have in all of our relationships, both romantic and as friends. How could we expect respect, love, and understanding from other individuals if we aren't willing to give them the same? It has been said that the best marriage is not one where each side gives 50%, but where each partner gives 100%. That is the principle of correspondence.

This sort of "bribery" can still be very powerful when used correctly. If you are going to ask for something from your boss, then you would want to wait until the end of the day and perform your best abilities

in order to somewhat “butter them up.” If you are wanting to ask your parents or partner for some money to buy something you want, you might make them dinner first. These are ways of finding the “opportune moment” that provides the best conditions for you to achieve the result you desire. It is shrewd, but not necessarily manipulative.

The important distinction between using this for influence and not manipulation is to ensure that you aren’t expecting them to do something that is going to hurt them. That could then be considered threatening or in some situations, blackmailing. Instead, only have good intentions and make sure you are never influencing a person to do things that would make them uncomfortable.

Consistency

One of the main reasons behind manipulation is the quest for self-devised expectations. Manipulators take drastic actions because of their fears or insecurities that they will not get what they think they need. You can help all of the people around you—not just those who are manipulative—by ensuring consistency in what you do. When you become a dependable and reliable person, it will automatically make you even more influential.

When you stick to your word or do what you say, then people know that they can rely on you to get the outcome that they are envisioning. Once you have established such trustworthiness, it becomes much easier to influence the actions of others. They will trust you, so when you offer advice and start to guide them in a particular direction, it will be much easier for them to listen to your words.

There are three aspects to consistency: responsibility, sincerity, and intentionality. The first aspect is a functioning responsibility. By this, Cialdini means that an individual must make a specific choice to accept responsibility for whatever issue is at hand. If you are not willing to commit fully and in a personal way, but create a contingency plan if things go bag or ensure that there is an escape route, then you have not embraced responsibility and it's up to mere chance whether you will succeed. Certainly, you will not develop influence with others because of the quality of consistency.

Once you have made a personal commitment to be responsible for an issue or concern, you need to make your commitment public. Stating to others that you will accomplish a particular task is a great start to getting it done. It demonstrates your sincerity about the task at hand. Your public declaration of your responsibility demonstrates that you are willing to risk your reputation for the outcome. Then when you know that other people are watching, there is a simple accountability of others knowing that you are responsible which makes you more prone to finish.

Third, you need to follow through on what you have committed to yourself and to others. You must intentionally work toward the outcome. The beauty of this aspect of consistency is that even if you do not succeed in the ways that you and others expected, when you exert focused effort to bring about the outcome you've envisioned, you will still earn the credibility associated with consistency. The payoff may not be as great as if you did exactly as hoped, or even better, but you will earn points for trying.

Think about this: when you've put down a wager on a bet or purchased a lottery ticket, have you at any point felt more confident that you are going to win than you did just before acting on that risk? Did your perspective shift from vulnerability to conviction? Professional athletes have long used the technique of visualization, repeatedly imagining themselves accomplishing their desired outcomes, to promote their success on the field, and the principle is similar. When a person has confidence, optimism, and the drive to achieve an outcome, the likelihood of success increases.

Our brains are highly adaptable, but we may also consider them lazy. That is, when there is a predetermined course of action, it becomes the default course for our brains. This reality originates from our innate preference for steadiness and predictability around us. The principle of consistency leverages this tendency. Rather than expending energy to strike off in a new direction, we are much more likely to expend energy on something for which we already feel responsible. When a person settles on a decision, his brain will align to the completion of that course of action. He reacts in manners that legitimize his prior choice. Even in the face of difficulty, he persuades himself that he has settled on the correct decision and will persevere in it. To do otherwise causes stress and cognitive dissonance.

Have a look at the following example: An experiment in New York was conducted to detect human behavior in certain circumstances. For this experiment, an ordinary radio was left on a towel near a large group of beachgoers. A staged snatch-and-grab was conducted to see how people would react.

For the first part of the experiment, when the staged robbery occurred, only four out of twenty individuals responded to the theft. For the second part of the research, a selected individual asked certain bystanders to watch his radio while he attended to a matter elsewhere.

In this second scenario, it was found that nineteen out of twenty people became vigilant toward their surroundings and reacted when the staged robbery occurred. Here we see the illustration of consistency in real life.

This sort of thinking is so ingrained in us that it produces a bias for how we view people. Almost universally, individuals who are steady, rational, and responsible in everyday life situations are regarded with respect, trust, and admiration.

Consistency shows up regularly in our casual social situations, as well. We often, as a kind gesture, ask individuals how they are doing. Whether they are doing fine or not, you expect them to tell you everything is fine. Through consistency, we tend to accept the general idea of something without honestly thinking or reacting to it.

It is common for someone to ask a friend, “If I do this, would you do it too?” Whether the thing in question is safe or not, individuals will be more comfortable doing something just because another person, with whom they have a connection or sense of responsibility, is doing it. The principle of consistency therefore helps explain the power of peer pressure.

So how would you utilize this reality of consistency as a tool? When

you demonstrate the character of a consistent and reliable person, then others will be more apt to trust you and to look to you for important details. And by going on record as responsible, you make your success more likely.

Likewise, you improve your chances of influencing another person and leading them to your desired destination if you can get them to embrace even the smallest form of responsibility and to do so in a public or interpersonal way. In a sales environment, surveys or product testing are great ways to do this, especially in the context of improving the product's performance or safety for others' benefit. Your subject then becomes an ally, helping you to reach your goal of having a better product. Their personal investment can then become a means for them to develop a desire for the product or service you are offering.

In a setting in which you must lead a meeting, you can create buy-in before you even enter the boardroom by giving your peers a small but engaging task or issue to consider as preparation. If done well, this will build enthusiasm and create a foundation for them to publicly commit to investing as you desire in your project. Be sure to find ways to validate and incorporate whatever each person prepared in order to give them a sense of contribution.

In a coaching or a mentoring role, you should encourage your student to embrace responsibility *in the right situations* and then follow these aspects of the consistency tool. She should inform others of her commitment, and then work diligently to make it happen. As you

guide her, you can help her to understand the great value of these deposits toward establishing her character and reputation amongst others—and conversely, the harm and lasting damage that can occur from being inconsistent. Such inconsistency can take the form of both disengagements, an unwillingness to commit to be responsible, and negligence, not successfully following through when a commitment has been made.

Social Verification

We've all heard the saying, "If so-and-so jumped off a bridge, would you do it too?" There are some instances where we might even say, "Yes!" because we are so trusting of that person. This is essentially what social verification is. When you can show that others are thinking the same way, they have the same faith in an idea, and that there is social proof to validate the proposition, then it will be easier to have influence over others.

Frequently, individuals depend on meaningful gestures from others to guide how they think, feel, and act. Not everyone is a legitimate source for this kind of guidance; we tend to lend more credibility to others who are most similar to us.

You've probably heard about or seen in action the idea of a "plant" in a crowd, who is designed to jumpstart a particular desired response to an opportunity. Once that individual proclaims a desire to buy a magic tomato slicer, then somebody else who really did want one but was shy has the courage to call out. And the force of multiple voices accumulates, convincing others who are undecided. In its ugliest form, we see the principle of social verification take place in the "mob

mentality," when a crowd forms to do harm with little regard for the consequences. Individual standards become blurred in favor of the mob's rampant energy and intensity.

In a more personal setting, the principle of social verification is used all of the time to rally support for an idea or initiative. When initiating change, it is a common strategy to individually seek out influential people within the community or workspace, attempting to win them over to the strategy, and asking them to support the effort by speaking well of it to others. When the others see a representative, who is similar to themselves offering support, they are more likely to follow in the same way. Having that first individual make a move has a significant effect and activates the tool of social verification.

Think about the last time you shopped for something on the web, perhaps a book from Amazon or a vacation rental on the beach through TripAdvisor. What did you do before you chose to purchase? You looked at the surveys, right?

The answer may seem obvious, but why did you do that? You suppose that if it is sufficient for countless others, then it must be at least adequate for you. And after all, five stars are five stars! But it's a fairly high level of trust that we place in the opinions of other people—people whom we have never met before and about whom we know very little. Yet we make major decisions that impact our personal lives, our families, our finances, and our careers, based on the pithy reviews offered by anonymous individuals on the internet (where you can trust everything, right?). This is a pretty astounding example of

the power of social verification to guide and influence our behaviors and decisions. It reveals that one method we use to figure out what is right is to discover what other individuals believe is right.

The rule of social verification is also powerful because it can apply particularly to the manner in which we choose what establishes right conduct. We often see behavior as increasingly correct to the extent that we see others performing it. So, when we are in a condition of vulnerability or uncertainty, it is human instinct for us to look to people around us for direction on which move to make.

There are a number of ways you can use social verification to your advantage, especially as a business person or someone in charge of advertising. One powerful method is to tap into internet-based life stages. Consider when you are searching for an item or finding out about something new. Both our initial investigations and our ultimate decisions can be heavily influenced by the number of fans, endorsements, and supporters. Pages or profiles with a large number of devotees are viewed as experts in their specialty and usually grow more and receive special consideration because of their reach and broad influence. Exploit these life stages and communities with focused promotion.

Reviews, testimonials, and compliments are another incredible asset for using the tool of social verification, especially in a web-based setting. It is a basic rule of marketing that you accumulate surveys and comments from your happy clients and utilize those to assemble trust with new clients. Statements from the horse's mouth are the most

effective.

To be sure, the principle of social verification is usually at its most influential in situations where someone seeks a resolution or an answer to a question. Think, for instance, of someone traveling internationally for the first time. As she encounters strange cultural phenomena and cannot understand what is written or the things people say, she glances around. She watches what other people are doing, and she follows suit. Sometimes it ends up in embarrassment, most of the time, it's the path to success.

Yet social verification can also accomplish results even when people have what they deem a perfectly good, predetermined behavior and have no question in their mind. Cialdini and a research group directed a test to perceive what kind of information on signs would result in inn visitors reusing their washroom towels.

- Sign 1 referred to ecological reasons.
- Sign 2 said the inn would give a donation to an ecological cause.
- Sign 3 said the inn had already made a donation and asked: "Will you please go along with us?"
- Sign 4 said most inn visitors reused their towels once while staying at the inn.

At the point when visitors were informed that most other lodging visitors were reusing their towels, they were bound to agree to the solicitation. Sign #4 got 48 percent of participants to reuse their

towels.

Liking

Offering compliments, sharing praise, and generally being a friend to someone is enough to persuade them on some levels. This is why social media has so much influence. When we can strive for “likes” from other people and get those likes, we are reassured in our decisions. It is the validation needed in order to influence us to keep going.

People like the individuals who like them or whom they see as companions. It is a basic, yet powerful thought. The tool of preference can be utilized in a couple of ways.

One strategy is discovering shared values with anyone you meet. If you can connect with them on their pastimes or interests, you'll have a firm ground to work from. All this requires is asking good questions and listening well.

Another method of building affinity with others is offering encouragement and sincere compliments. Especially when the things you notice and affirm in others provides them with keen insight into themselves, you can play an important role of influencing them to grow and build their areas of strength. The key here is real commendation and not flattery. Insincere or embellished praise can come off as creepy and can easily do just as much harm as sincere compliments provide benefits.

Give real commendation and positive criticism to your colleagues. Begin by observing yourself and noting how frequently you offer

positive versus negative criticism in a day. Like the majority of us, you might be astonished! Strive to offer positive compliments three times as often as you do negative ones.

To be a good friend, focus more on giving than on receiving. As you relate to others, be consistent and reasonable with the things that you are asking of them. If you aren't willing to do it yourself, why should someone else do it for you? Let individuals know you are there for them when they need you. Be transparent; act naturally, and don't make a special effort to be popular or winsome. Merely treat others how you would like to be treated, and most reasonable people will be happy in your presence. These are important elements in building trust.

Have you ever driven twice as far to make a simple grocery purchase just because you like the staff of one establishment better than the shops closer to you? Whether or not you feel comfortable in a place and enjoy the experience while you are there can be as important a consideration as price or selection of products.

Consider salespeople. The most important thing a sales rep will do is get a sense of who you are and what you need first. Only then will he or she proceed to offer you products or services that may help your specific needs and wants. Oftentimes, we can see a salesperson's maneuvers a mile away, as he obviously tries to find an area of common ground. The best salespeople have a knack for cracking through resistance, though, and finding a way to make a connection with a customer, even when his efforts to be likable are obvious.

To use the tool of liking, keep in mind that you will probably sabotage your efforts if you try too hard and scheme too much. When the tool works its best, you are able to make use of a natural point of commonality with another person. You shouldn't fabricate information about yourself to establish such connections. But you recognize a point in common with another person, you can artfully accentuate that point and build the relationship around it. An exchange about a most loved game or sports crew is an extraordinary case of this. It is only human to be more engaging or like someone more if they show interest in us or compliment us on something. With that said, we are more prone to agree about or purchase something from someone based on them liking us.

This tool is also helpful in large group settings. If you have the occasion to speak before a crowd, you should think in advance about the best way to present yourself. What should you wear? Are there any changes you should make to the way you speak? What stories can you tell that will especially resonate with the group? You don't want to be a sell-out, but if there is a version of yourself that fits best in that crowd, then employ that person to create the highest level of affinity. Ultimately, if you use this tool correctly, you will provide benefits for yourself and the people who like you.

Authority

Authority figures can have some of the greatest influence. If you are driving and there is a cop behind you, that influences you to go the speed limit, simply because of their presence. When you are taking a test, the authority figures at the front of the room are influencing you

to not cheat and look at the papers of other students. This may be the easiest tool to create influence, but it is also the most misused.

If you are going about being authoritative in the wrong way, not only will others fail to listen to you, but they might end up being actively insubordinate. Parents who are too hard on their kids can end up driving them away, and that teen might rebel simply for the sake of angering their parents. It is important to find the line between too strict and too permissive when using this tool of persuasion.

We tend to think of authority in terms of someone with a commanding personality or a high-level position barking out commands and orders to underlings. To be sure, that image is one aspect of authority. But there is another way to be an authority in a way that is more subtle and perhaps more influential in the long run. When you are seen as a specialist or expert in a field, your knowledge or expertise establishes you as an authority, and others will seek you because they desire the potential you offer to impact their growth. People trust those who know what they are talking about and are confident in what they are about to do since they have done it many times before.

Other people will have less noble aspirations and may simply seek to take advantage of your prestige or network. For this reason, thought leaders and those with notoriety have to be discerning. Unlike the other tools for persuasion that we have discussed, this is one where other people will seek you out more than you have to try and exert influence on others. You then run the risk of finding yourself manipulated.

Most of us have some area of skill or knowledge that can benefit others yet without widespread appeal. In this case, what you have to offer may travel by word of mouth over a prolonged period of time. True, in a workplace environment, you can send your resume out to your entire team on your first day in the office and display certificates and plaques on the walls of your workspace. But such behaviors reek of pride and turn away the most teachable individuals, who would be likely to put to good use any knowledge you share. Another strategy to make your abilities known in a less demonstrative way is to pepper your conversations with little bits and pieces of information related to your interests and expertise. If people are listening well and have an interest in the same area, they will eventually ask for more information. This casual means of sharing your ability places you in the best possible position to use your authority in a persuasive and influential way.

Become an expert and do what you love doing most. The more you know and do correctly, the more influential your authority will be. And don't be deceived into thinking that influence has just fallen into the laps of the most successful people you see in the public eye. Most of them have worked tirelessly and relentlessly to be better at their area than anyone else. Work hard, and you will have great experience from which to guide others.

Shortage

"While supplies last," "limited edition," "exclusive," and other terms like this are often used as marketing strategies to get people more interested. Dunkin Donuts might come out with a new product and

say it is limited edition as if it were some rare flavor of coffee never to be replicated again. In reality, the actual ingredient might not differ much from something they already have, and they are simply using this tactic to get more people interested in the product.

Shortage and scarcity can be very helpful when you are attempting to influence others. Making them feel as though they have a rare opportunity will make them more likely to jump on the offer, pressuring them and giving them the sense that they have to act now, or they will find out they are too late to enjoy something fantastic.

Individuals appreciate what is rare, and value usually increases when scarcity increases. Just think about how you would feel if you urgently need an item and scurry to purchase it only to find out it is no longer in stock?

Consider a shortage of fuel, a highly practical and therefore valuable commodity in our society. A mass lack of fuel—and it has happened in the past—means prices skyrocketing, long lines for even a gallon of fuel, and emergency protocols for businesses, agencies, and citizens as new methods of getting simple things done would need to be established.

The more rare something is, the more prominent the urge to acquire it. A dread of not having something can stir individuals into a free-for-all, making them frantic not to pass up a great opportunity. Ironically, the impulse to avoid missing out on something is stronger than the urge to have something. So this is a tool that comes with a great deal of potential.

Lines for the most recent iPhone, computer game, show tickets, and the franticness of the shopping extravaganza following Thanksgiving are further examples of the lengths to which individuals will go when the weapon of shortage comes into play.

There are a couple of ways that you can utilize the standard of shortage to induce others. These include making offers constrained to time, restricting supply, or providing one-time offers, all of which create feelings of deficiency.

One way that scarcity plays on our human psychology is that we have a natural bias toward believing that something that is rare or scarce is better. Perhaps the idea is influenced somewhat by the idea of social verification—if so many people wanted something that there is little left, then it must be outstanding. Scenarios in which there appears to be a selection process play on human pride and appeal to the ego. This is why people pay exorbitant fees to be members of exclusive country clubs and elite societies. There is a feeling of status and importance that comes from such associations.

If you are selling an item, customers will be moved to respond more urgently when given a time limit or when warned that supplies are limited. Yet those factors alone will not complete the persuasive element of scarcity. You must also help potential customers envision the consequences if they do not act quickly.

Similarly, the tactic of shortage can be used as a simple means of leading people to make a decision. Simply, they must assess whether their lives will be better with an item or without an item, in a

condition of shortage. If you can help them imagine these scenarios, ideally with the acquisition as positive and the shortage as negative, then you will help them to make their decision. Of course, you don't want to be dishonest, and you must not confuse your motivation for profit with the motivation to bring about good in the life of another. Otherwise, you will twist this influential skill into manipulation.

The tool of shortage can help in a sales setting or when making business pitches, but you don't want to always use it on a personal level. For example, you might want to tell your friends you can't hang out that often, even though your schedule is free, just so they will be more likely to reach out to you. This would be considered manipulation.

Just because using shortage in our personal lives in unethical doesn't mean there won't be people who try to use it. Think of those individuals who seem to have a lot of friends, but not many that they are close with. This "popular" status has allowed them to consistently have admiration from others. One of the reasons that they might be able to achieve this status is because of scarcity.

Maybe they always show up late to a party and leave before others as well. Perhaps they rarely text back, making you feel desperate for answer when you do the texting first. They might withhold emotion so that when they are compassionate, this feels like a special and rare treat.

You might consider this in your personal life, but always be aware of who is on the other side. A better way to implement this strategy

would be to do so through social media, or if you were trying to build your brand and gain popularity in that sense.

Posting less often means that when you do post a picture on social media, for example, people will be more excited and likely to click “like” than they would for a person who posts three times a day. Others will be more excited for new content if you wait to strategically release it rather than if you are constantly giving things away for free.

Some individuals like a challenge or like to feel like they are working for something, so they will be more likely to try harder to win you over to get your approval when you are scarce rather than overly giving.

This would be most simply seen by a woman waiting until the fifth or sixth date to engage in romantic activities in order to make their partner more interested. Be cautious as this strategy doesn’t always work. There will be some individuals who become simply bored with waiting around, and they won’t always be as willing to pay out higher costs for things that seem “rare” or “exclusive.”

Chapter 7: NLP Management

Neuro-Linguistic Programming is an approach to influencing people's thinking and behavior. It emerged in the 1970s after Richard Bandler and John Grinder discovered that they could connect neurological processes as well as language in order to get certain behavioral changes that they wanted.

In order to really understand what NLP is, let's break down the acronym.

Neuro is in reference to how our brain operates. This is inclusive of all parts of our brain, including the cerebrum, cerebellum, and your brain stem. Your cerebrum has two different parts as well, the left and the right side. These are all unique first to our biology, and the genetics that we carry. Our brain shapes are also greatly affected by the experiences we've been through and the lives that we have lived. Though we can change the way we think, the way our brain operates takes a little longer to actually influence. Your neurology gives insight into how you can change the way your brain works.

Linguistic is inclusive of all the ways that we express ourselves. This will include the way that we talk and communicate with others. How our voice sounds, the tone of what we're saying, and the facial expressions we use are all important to our linguistic nature. Our body language is part of this, as well. How you hold your arms, your posture, and the way you fidget can be part of your linguistic behavior, too.

Finally, your programming refers to the way that you have essentially been “programmed.” You were wired a certain way as you grew into the individual you are now. NLP is going to be all about how you can reprogram yourself so that you think a certain way. You can use these programs on yourself, but they are also helpful tools when influencing others as well.

Somebody trained in neuro-linguistic programming realizes how such projects are organized in the psyche and how to access them through language with the goal that old projects and autopilot practices can be changed.

Aspects of NLP’s methodologies have been co-opted by mainstream culture. For example, there has been much made about the supposed capacity to identify lies by viewing an individual's eye movements.

Since numerous self-improvement guides have been composed on a foundation of NLP strategies, it is reasonable to address if and how the training functions, and it’s valuable to know which conditions it is best to treat.

Neuro-linguistic programming is a mental methodology which declares that one can adjust methods utilized by effective people to accomplish one's very own objectives. It leads the person to glean from their very personal encounters of achievement and disappointment for the purpose of identifying which thought processes, sentiments, and practices are helpful. No activity is negative, regardless of whether it prompts obvious distress, as it is only a stage in the learning procedure.

By surveying an individual's discourse, activities, musings, and emotions, neuro-linguistic programming specialists assemble a picture of the individual's interaction with the real world. NLP methods are then used to enable the individual to duplicate the procedures utilized by others, to employ them instead of strategies that have not demonstrated as fruitful.

NLP bases some of the beliefs behind the practices on the fact that we can predict some level of certainty in the way humans will react. Many individuals will act in similar ways to one another, despite any differences they have.

NLP management is grounded in the idea that we can predict what might end up happening by playing out a scenario in our mind as we would imagine it to happen. From there, we can better understand the potential outcomes, knowing what persuasion tactics would work best to get the scenario that we desire.

NLP tactics surround ideas based in what we perceive from the world based in what we've been taught throughout various academic and professional institutions. Each map of our world, what is designed by our perspective, is extraordinary, unique, and containing shifting dimensions of what can be believed to be true.

As one's NLP skills grow, they can better recognize the framework that other individuals use to make decisions. The better you can understand, this, the easier it will be to change the person's mind, and essentially, the way that they make decisions.

How Others are Using NLP on You

Meta-Communication is a system whereby an individual gives vague allusions and indications utilizing nonverbal prompts. For example, if a man inquires as to whether his spouse is alright and she answers “Yes” with a moan and a shrug of her shoulders, this is unmistakably showing she isn't okay, yet her verbal answer is absolute.

Does your partner impose preposterous expectations on your way of life? If you are forced to comply with unthinkable time constraints, have controlled eating times and restroom breaks, or no access to your cash or companions, at that point this is mind control and could potentially be considered misuse of NLP tactics.

To combat this behavior, accept guidance from dear loved ones with regards to this circumstance, as when it gets to this point, you will have presumably been worn out with low confidence.

NLP isn’t something that is always going to be obvious. Anyone who is using NLP is likely a specialist who has practiced this technique consistently. Some warning signs might include special attention being paid to you, feeling like you have discovered your perfect partner, or that the individual you have quite recently met is flawlessly coordinated to you. Watch out for somebody who continues reflecting your non-verbal communication or utilizes ambiguous expressions. They may not bode well.

In case you are conversing with someone who might be an NLP specialist, and they are sitting in the exact same position as you or are holding their hands in the same manner as you are, test them by purposely moving or speaking in a particular way and check whether

they to do a similar thing. Talented NLP specialists will have greater skill than others at veiling this behavior. However, some will promptly duplicate the behavior you initiate.

In the underlying phases of compatibility acceptance, an NLP client will give close consideration to your eyes. You may believe this is because they are seriously inspired by what you are stating. Instead they are watching your eye developments to perceive how you store and access data.

In no time, they'll have the capacity to tell when you are lying or acting purposefully. They'll also have the ability to identify what parts of your cerebrum you are utilizing when you are talking.

These individuals learn from what they see you do, and from your perspective, it might seem they have profound knowledge about how you feel and what you are thinking. A clever hack for this is to dash your eyes around haphazardly—jump the right, back to the other side, side to side, up-down. Make it seem normal yet do it arbitrarily. This will drive an NLP individual nuts since you'll be distracting them from their studies of you.

Suppose you find yourself in the company of an NLP specialist and you wind up in an increased excited state—possibly you begin snickering hard or get furious or something comparable—and the individual you are conversing with puts their hand on you while you are acting in this manner.

They may touch your arm or give you a light tap on the shoulder. By doing this, the NLP specialist has a way of returning you to that state,

should the need be, by just touching you in the same manner again.

One of the essential strategies that NLP specialists make use of is dubious language to prompt an entrancing daze. It is found that the more questionable language is, the more it drives individuals into a trance, on the grounds that there is less that an individual is subject to differ with or respond to. On the other hand, explicit language will remove an individual from the stupor.

Make sure you are being careful of controlling language as well. "Don't hesitate to unwind." "You are free to test drive this vehicle on the off chance that you like." "You can appreciate this as much as you can imagine." Watch out for this.

These are examples of trance inducers. The most ideal approach to get someone to accomplish something, including going into a stupor, is by authorizing them to do it without telling them to. Along these lines, skilled hypnotherapists will never direct you to accomplish something. They will say things like "Don't hesitate to move toward becoming as relaxed as you can imagine."

Phrases like "As you discharge this inclination more, you will wind up moving into a present arrangement with the sound of your prosperity to an ever-increasing extent." This sort of jabber is the bread and butter of the pacing-and-driving notions of NLP; the trance inducer isn't really saying anything; they are simply endeavoring to program your motivation and move you towards where they need you to go.

Continuously state "Would you be able to clarify what you mean?" This accomplishes two things: it interferes with this entire procedure,

and it moves the discussion into explicit language, breaking the stupor-inducing use of ambiguous language.

NLP individuals will utilize language with disguised or layered implications. For example, "Diet, healthy living and submit yourself to me are the most vital things, wouldn't you say?" Superficially, if you heard this sentence spoken in a quick manner, it would appear to be an undeniable articulation that you would presumably concur with unthinkingly.

Truly, diet and healthy living are critical things, beyond any doubt. In any case, what's the layered-in message? "Diet, healthy living and submit yourself to me are the most vital things, wouldn't you say?" That is right, and you just unwittingly consented to it. Talented NLP specialists can be bold with this type of thing.

Be exceptionally watchful about daydreaming around NLP individuals —it is an encouragement for them to jump in with an unnoticed trigger. Here's an example: An NLP client who was endeavoring to get you to compose for his blog for free noticed that you were not putting much effort into the job.

He then began utilizing the method of adding hidden meanings to his words by discussing how he never needs to pay for anything since news sources send him books and collections for free.

If you wind up being directed to settle quickly on something and feel you are being controlled, leave the circumstance. Hold up 24 hours before settling on any decisions, particularly monetary ones. Try not to get swept up into an off the cuff decision. Sales reps are furnished

with NLP systems explicitly to design spur-of-the-moment purchases. Try not to do it. Leave don't allow yourself to be manipulated, and keep authority over your life.

Furthermore, the preeminent and essential standard: If you feel someone is manipulating you or you feel the person is trying to manipulate you, go with your instincts. NLP individuals quite often appear dodgy. Escape, or make it known that they should not practice NLP methods on you while talking with you.

Practical Steps to Attain These Skills

Now that you understand what it might look like if someone is using NLP on you, it is time to see how you can use it on others. Just like all other methods of persuasion in this book that we've discussed so far, ensure that you are not using this in a harmful way. Rather than trying to trick people into doing what you want, use these powerful practices to ensure that you are finding a place of happiness for the both of you.

First let's start by looking at the simple language that you can use. There are seemingly unlimited words that we can use, so as someone who wants to influence others, you need to ensure that you are aware of the common ones found in the methods of the highest skilled NLP influencers. The first word is "don't."

When someone says, "don't look over here," the first thing you want to do is usually look where they said not to. This is because our brain is not acknowledging that "don't." Instead, it is focused only on the actual subject of the conversation, which is the sight that exists within

the space you were told not to look.

If you are wanting someone to do something for you, you might say "don't" first, but only in a small setting. "Don't think about it right now," is a good thing to say if you actually want the person to think about something. Perhaps you are talking to your boss about how fun it would be to plan a vacation for the holidays rather than spending money on one simple party. You might say, "We should consider a small trip instead of a party for the holidays this year. Don't think about it right now, though, since we're so busy with all the other work at the moment." What do you think the boss is going to do then? As a means to distract herself from the stress of work, she might start to think about the trip and how fun it could be for the employees.

You wouldn't want necessarily to use this word if you are actually trying to get something physical. Telling a spouse, "Don't get me flowers for Valentine's day," isn't going to work, no matter how many times you might have seen it do so on movies and TV. They will simply think you don't want flowers. You might rather say, "Don't make a big deal, I'm not expecting much." It is not guaranteed, but it might work to convince them they should make a big deal so that they exceed your expectations.

The biggest word that an NLP master will use is "you." When you can include "you/I" statements, it helps the other person visualize themselves. The key to getting someone to listen to you is to talk about them! As selfish as it might sound, humans simply love talking about themselves. This is because it is who they are and the standard

for how they are perceiving the world.

Another NLP tactic is to use “because,” “however,” or other explanatory words. If you were to say something like, “I need five dollars,” to your parents or partner, they might simply think nothing of it and not want to give you the money. If you say, “I need five dollars because I want to buy some food,” then they will be more likely to give you the money, as simple as that.

People want substantial reason, proof, and evidence when they are making a decision. Even if they are being influenced to make that decision, ultimately, they will want facts to back up their deciding factors. The more information you can provide to them, the more likely it will be to actually get what you want from this person.

Not only does this help build your case because you are providing evidence for their decision, but you are also ensuring that you will be able to show them that you are trustworthy in that you are aware of the facts and actual evidence.

Whenever you can connect your level of persuasion to a thought pattern that someone might already have, it will be easier to influence them. Don’t just look at things on the surface level when trying to gain influence. Really discover the cognitive abilities that lie behind decision-making. Not everyone is going to fall for the initial influence, so you will have to look deeper into what might hold them up to find the answers needed to effectively sway them.

Always put yourself in their shoes. What about your request could hold them up? Why are they going to say no? From there, look at the

part of their brain, the cognitive ability, that will emerge when they start to make certain decisions. Then you can effectively look at the language needed to affect their behavior.

Effective Leadership

Now that you understand the most basic elements involved in NLP tactics, it is time to look at how you can use these strategies to become an effective leader. Influencing people in your day-to-day life can be important, but when you are in a position of power, or at least want to be, you need to seek out the balance between authority and control.

A powerful leader knows how to help their followers, not necessarily control them. How can your decisions affect your life and the people who are respecting and listening to you?

First and foremost, make sure that you care about your business. Whatever it might be that you are the leader of, you have to believe in it and really understand how it can properly help you and your followers live a better and happier life. If you have no interest in what you are doing, then why should anyone else?

We all have moments where we are less passionate than others, but it is important as a leader that you never show this. Always ensure that you are invested in your work and that you are dedicated. You can't expect anything more from people if you are not putting these basic efforts out there.

Next, ensure that you are effectively communicating with your team. Have consistent meetings and review periods so that they are given

the opportunity to voice any concerns they might be having. If you are unavailable, never in the office, refuse to answer calls, or outright ignore your staff or other followers, then they are not going to effectively listen to you.

They will still work for you, but only because they have to. In order to get people to really believe in you, to really understand how you can make them listen to you, then you must first ensure that you are listening to them!

At the same time, you have to ensure that you have a high level of emotional intelligence with your staff or followers, as well. Show empathy and that you are willing to admit when you are wrong. Of course, you don't want to outwardly apologize if you are not at fault, but always show that you are willing to listen and self-reflect on the decisions that you make.

As a leader, the focus isn't just about getting the job done. That is what the staff is there for. As a leader, your job is to ensure that they are able to get the job done effectively because they are happy, their needs are met, and they are being taken care of.

You will also be a better manager and leader if you are knowledgeable. Always be willing to learn something new, and make sure that you are consistent with the growth that you are exhibiting to others. The more you can do this, the easier it will be for people to start to trust and believe in you and what you are trying to influence them to do.

Chapter 8: Hypnosis Techniques for Practical Use

Hypnosis is a state of mind that individuals fall into where they are no longer in control of their actions. This is done often in therapeutic circumstances to help individuals find the peace they need within themselves to confront their deepest and darkest traumas. Hypnosis also offers a means to persuade and influence others.

Hypnosis and mind control may seem like the same thing since they involve exerting control over someone else. However, there are glaring contrasts between the two. To recognize the distinctions, it is essential you become more acquainted with what they depend on.

Hypnosis is an artificially induced condition in which the individual reacts to inquiries or prompts from the hypnotist. The procedure can be used on an individual or a gathering of people for a specific reason. At the point when this is utilized for therapeutic purposes, the process is known as hypnotherapy. In any case, when it is being used as a type of diversion for a crowd of people, it tends to be alluded to as organized hypnosis.

Then again, personality control is the way toward utilizing a few traps in getting the ideal response you need from others. You can use the secret to get aggregate or fractional command over what is happening in someone else's psyche.

When it is utilized amid reflection, it can enable you to center around the subject of your examination.

You can deal with your feelings and contemplations when you participate in this sort of reflection. As a rule, incredible people who accomplished extraordinary achievements in life could have ideal command over their psyches through daily reflection.

Having seen the essential meanings of hypnosis and mind control, it is obvious to pinpoint their disparities. The real contrast you'll see between these two is that hypnosis must be utilized on others. It is doubtful that there is any method by which you can hypnotize yourself. A subliminal specialist is necessary to induce hypnosis.

Then again, personality control reflection can be utilized on oneself just as on others. You can without much of a stretch take part in this sort of contemplation anytime. All you need is to find a tranquil spot and take a seat and afterward think. You can influence others to concur with you on specific focuses using mind control traps.

Once more, another distinction is seen in the manner in which hypnosis is connected with mind control. In case you are having an issue of fear, smoking, or appetite, a trance specialist can enable you to opt out if the hypnosis was done with the correct mindset at heart.

Sometimes, the hypnosis specialist may utilize a few methods in reflection to get individuals to be comfortable with capturing the reaction they need at a specific point in time. It is highly unlikely you can utilize mind control traps to spellbind somebody. It is intended for strategic purposes.

It is evident that hypnosis and mind control have clear contrasts. A few components utilized in one may likewise be used in the other, but

they are not the same. Everything relies upon how you are ready to draw in the essential standards included.

What Hypnosis Is

Hypnosis includes two principal components: acceptance and proposals. Trancelike acceptance is the major proposal conveyed amid the procedure of hypnosis; however, what it should comprise of is a matter of discussion.

Proposals are commonly communicated as suggestions that inspire automatic reactions from the members, who don't trust they have much or any control over the circumstance. A few people are likewise more susceptible than others, and specialists have discovered that these individuals are more likely to have a decreased feeling of authority while under hypnosis.

Susceptibility to hypnosis has been characterized as the capacity to encounter proposed modifications in physiology, sensations, feelings, musings or conduct. Neuroimaging procedures have demonstrated that these individuals show higher activity levels in the prefrontal cortex, foremost cingulate cortex and parietal systems of the mind amid various periods of hypnosis.

These are regions of the mind associated with a scope of complex capacities, including memory and observation, feelings and assignment learning. Be that as it may, the particular cerebrum components associated with hypnosis are as yet hazy. However, researchers are starting to sort out the neurocognitive profile of this procedure.

How would you know whether somebody has been hypnotized? Various changes indicate that the subject is in a hypnotic trance. NLP calls these profound daze markers, and they are a set of highly detailed observations one can make of the subject. Recognizing such markers requires practice and focus. And not all of these markers need to be present in order to establish that a subject is under hypnosis.

Hypnotic Strategies

The very first step in putting someone in a hypnotic state is opening the individual's mind to suggestion. The hypnosis specialist makes use of a vast range of techniques and, depending on the skill of the specialist and the susceptibility of the subject, the outcome may vary.

Hypnosis by relaxation is one of the most common methods of hypnosis. Have you ever heard a hypnosis specialist ask an individual to make him or herself as comfortable as possible? By doing this, the person being hypnotized falls into a relaxing state where the mind tends to shut down on immediate surroundings. Here are some basic techniques for unwinding:

- Relax your body and mind
- Settle down
- Count in receding order in your mind
- Control what your body and mind is thinking and doing
- Feel your muscles give in to relaxation
- Tone down your voice to a whisper

The handshake strategy for hypnotism involves a hypnosis expert

shaking an individual's hand. However, where you might think this is a usual way for the public to greet or welcome each other, hypnosis specialists use this for another advantage.

Instead of just shaking your hand, they will grab, twist your wrist or pull you forward towards them, so you become unstable. It is in that split second when you are unstable that the perfect opportunity arises for a hypnosis specialist to take control of your mind.

Eye prompts can also be important in hypnosis. Talking to someone, it is only natural for one’s eyes to wander to surroundings or perhaps a glimpse of something in the distance. A hypnosis specialist will take note of this and within a short period, learn what prompts you to move your eyes left, right, up or down. With that, they gain access to the way you think, feel and respond to certain things surrounding you.

Understanding the eye movements of an audience is a typical strategy. Did you realize that as the speaker, you can play out a sleep-inducing charm on the audience with your eye movements? This new method was created and tried by Stephen Rivulets.

Perception can be used both to initiate stupor and to make recommendations. For instance, request that your subject review a room they are familiar with. Envision everything about that room: the floor, the state of the windows, the decor, the smell, and the light.

At that point, move onto a room they are less acquainted with. As they battle to review the careful subtleties, they open the brain to a suggestion. Some specialists use representation to discuss positive recollections to change one's impression of a negative picture.

- Positive pictures and encounters (wedding, kid, birthday, graduation)
- Dispose of terrible pictures (perhaps toss them in the garbage)

Another strategy to use is the arm levitation strategy. With this common technique, the subject starts by shutting his eyes. He is approached to see the distinction in inclination between their arms. The trance specialist makes suggestions with regards to the sensations in each arm.

For instance, they may state the arm feels heavy or light, hot or cold. The customer enters a daze and may physically lift his arm, or he may not move since he is already convinced in his mind that his arm is raised. In any case, the suggestion proved fruitful.

Have you at any point gotten yourself "daydreaming" and gazing at an interesting thing with regards to the room while somebody is talking? Did you miss what they've said? You may have been in a stupor.

Any object of the center can be utilized to initiate daze. The most well-known models are the pendulum or a swinging pocket watch– even though these two items are currently connected with hokey stage hypnosis. You are bound to fall flat and experience opposition utilizing these items because of their notoriety.

There are two main facts behind staring eyes. That said, the article keeps the cognizant personality involved, opening the subliminal to a recommendation. Furthermore, your eyes get physically worn out

when they focus or move forward and backward.

When hypnotizing others, it is important to know that you can easily distract them with objects. Perhaps you have a pendulum in your office as a salesperson, or you decide to have an important conversation next to a mesmerizing fountain. When one can be distracted by external stimuli, it is easier to break through the barriers that they keep up so tightly.

There are also ways that we can hypnotize ourselves. The body scan is a well-known strategy for self-hypnosis. Beginning at the highest point of the body with your eyes shut, filter down gradually from the head to the feet.

Notice each sensation–your breath expanding the ribcage, the chair pressing against your back, the agony in your elbow, each finger expanded, feet on the ground. Rehash the procedure from base to top. Keep looking over and down until you enter stupor.

You may have known about controlled relaxing for contemplation. However, it can be a simple type of self-hypnosis. Here's how it works:

- Close your eyes and sit upright in a seat, arms on your lap.
- Inhale through the nose and out through the mouth.
- Utilizing moderate controlled breaths, count down from 100.
- Each breath out counts as one interim.

Toward the end, you might be in a stupor. If not, proceed with the

activity by tallying down from a higher number.

Another approach for the hypnosis of others includes mesmerizing proposals that aren't always obvious suggestions. This kind of suggestion is one proposed by the hypnotizer and involves something that they wish the subject to do. These proposals also come after the customer has already fallen into more of a stupor.

This is when they are going to be the most open to impact. Rather than telling the hypnotized to do something, the command is masked in a mystifying suggestion. If you want someone to sit down, you don't say, "Sit down," you might say, "You should take a minute to relax in the chair over there."

These types of recommendations are popular with trance inducers since this technique puts the control in the subject's hands as opposed to those of dictator–regarding the patient's limits and clinical morals. It has also proven increasingly successful for individuals who are suspicious of hypnosis.

Instead of requesting a subject to unwind, one could state:

"You may wish to close your eyes when you are comfortable."

In conversational hypnosis, an immediate recommendation is an express order to play out a specific activity. Although it is incredible to watch, it can be seen as deceptive as a specialist; you hold control over the customer. The customer does not control the choice to change conduct with this strategy. The Stanford Jail Test was a scandalous case of utilizing specialist, dutifulness, and direct proposals

to control subjects.

Here are some basic direct proposals:

- "You will rest."
- "You will quit smoking."
- "You will get thinner."

The sound of your voice is especially helpful when making proposals. That said, the tone of your voice can blend over into various strategies (like unwinding).

"You may wish to get comfortable."

In the above precedent, "comfortable" is spoken delicately and stretched. Alternatively, you can make an immediate proposal boisterously.

"You will quit smoking!"

Another ideal pair for voice tone is the disarray method. The specialist could fluctuate the manner of speaking from murmuring to yelling, emphasize parts of their speech with a higher tone, or utilize a drawl to confound the subject.

There are numerous types of sleep-inducing triggers. A trigger helps the subject to remember an ideal activity or feeling which was recommended under hypnosis.

Here are a couple of models:

- Opening eyes

- The sound of a chime
- Snap of fingers
- Applaud
- Standing up or taking a seat
- Opening an entryway

Below are a few means by which a mesmerizing trigger could apply:

"When you open an entryway, you may see your adoring family on the opposite side."

Trance inducers are specialists at nonverbal correspondence–from perusing a customer's non-verbal communication to passing on your non-verbal proposals. While a customer could be stating one thing intentionally, the subliminal personality could recount to an extraordinary story.

Here some instances of how the subject may influence non-verbal communication:

- Outward appearances
- Body acts
- Voice tone
- Pacing
- Eye movements
- Arms crossed
- Head gestures

- Covering face

Confusion is a hypnotic strategy that can aid in persuading others. We see confusion utilized in reality, once in a while once a day – from legislative issues to excitement. There are two sorts of confusion – one is exacting, and the other is of the psyche.

A popular show of the first would be a conjurer diverting individuals by waving a wand in his left hand and afterward playing out a skillful deception with his right. While the gathering of people is misled, the conjurer sneaks a card at his disposal giving the fantasy that it has vanished.

Confusion can likewise be a perception:

"As you become on-edge, envision you are unwinding on a shoreline."

Here, a subject who is managing tension is misled to the representation of themselves on a shoreline. The trance specialist has guided them from a disagreeable picture towards a wonderful one.

Typically done as a representation, reframing the situation using confusion enables you to change the impression of involvement in the customer's brain. The confusion doesn't give them the full chance to see how you've switched their perspective, so they will better fall for the new vision.

For instance, envision you have a customer who needs to get more fit. They remain inside and play computer games throughout the day. You could request that they depict the procedure to level up their character in the computer game–what they do, to what extent it takes,

how honest the attitude is toward the start.

Moreover, after that, reframe the way toward getting more fit in their brain by contrasting it with the computer game. Getting in shape resembles how the player must level up the character in a computer game. You begin moderately and train each day. You don't see much contrast toward the start, yet after some time your “character” ends up having grown, developed, and improved.

One of the best ways that you will be able to become a master of hypnosis is to experience it yourself. There are a plethora of scripts for hypnosis online, and videos on the subject that could help get you into this trance, as well. After you have experienced hypnosis yourself, it will be much easier to understand what it will feel like to those whom you are hypnotizing.

One method you can do to help improve your hypnotic tactics is to record yourself doing hypnosis and listen to it. If you are able to fully hypnotize yourself, then you can be assured you will have the skills to do this to others as well. Start by listening to other recordings of hypnosis and determine which methods have managed to work best on you.

After this, you can write your own original script. Remember, never hypnotize someone who doesn’t consent to it. Hypnosis is going to help the other person find a state of relaxation, while also helping to persuade them to do something that is healthy or beneficial.

Like NLP, all of these methods take practice to master. Don’t be discouraged because you aren’t able to fully hypnotize someone else

the first time you try. Take note of each hypnosis session that you have, as well. What about it worked once that didn't work as well the next time?

Remember to not use information gained from another in a hypnotic state against them either. Sometimes, they might fall into such a stupor that they become in a dreamlike state. They might say something they don't fully mean, much like a person on pain medication after getting their wisdom teeth removed might.

In contrast to manipulation, these skills are intended to be used for good purposes, as well. You might find it becomes easy to hypnotize others once you have practiced, but your motivation shouldn't be primarily for your own gain. There are benefits that both you and the entranced can gain from your hard-earned skill. However, you choose to use these powerful methods, along with the NLP tips, you can be helpful and empowering to both you and the person whom you are able to influence.

Understand that when you agree to hypnotize someone else, you are also given a certain responsibility. They are trusting you with a vulnerable headspace that they probably would not entrust to just anyone. Once you attempt to persuade someone, you agree to accept any negative outcomes that might happen as a result of your influence.

Healthy, positive influence will take time to build, and that is true even when you are using these hypnotic techniques. To have long-lasting persuasion that will benefit all parties is a great privilege, and

it is up to you to find a positive way to utilize this power.

Conclusion

Throughout this book, we have discussed all of the things that are important to remember to avoid being manipulated, and to include positive persuasion in the way that you interact with others. It isn't something that is going to be achieved overnight, but with more and more practice, you can remember that you have what it takes to get the things that you desire most.

The biggest mistake that some will make after learning of these methods is to use them to only their advantage and take from others rather than spreading the happiness and satisfaction received through influence. It is a lot easier to negatively manipulate someone than to positively persuade them. Sometimes, persuasion means building trust.

Manipulation can simply mean instilling fear. While manipulation might be easier, it is going to cause a lot more difficult things in the end that you will have to clean up afterwards!

Remember that this process starts with really understanding someone's personality. There are common types of manipulators out there and you might be able to sense this personality trait in another person right away. Similarly, you will also recognize that there are hidden qualities that won't always emerge at first.

Remember to recognize that not all manipulative behaviors presented by an individual indicates that she is a malicious person. Having manipulative parents or long-term partners can rub off on our

behavior, so we might sometimes say and do things that aren't meant to be manipulative but can come off that way. Always look at intention when determining if someone is really being manipulative or not.

Also, don't forget that body language can play a huge role in how someone will be perceived. You can start to see persuasive body language in others more often than you did before as soon as you become aware of what this kind of body language looks like. Ensure you are aware of your own body language as well so as not to be manipulated by others.

At the end of the day, manipulation is generally a way for a person to get the things that they desire most. We all have basic human needs and instincts that drive our behavior. If we are not careful with how we go about getting these things, we can hurt others. The more equipped we are with the skills needed for positive influence, the easier it will be to achieve our deepest desires in a healthy way that benefits many.

To continue to grow your level of influence, remember that it starts with small moments of persuasion. Don't tell people what to do, encourage them from personal experience and stories learned from others. Don't try and trick someone into doing the things they don't want to do. Be honest with reward and consequence so that they can properly make the decision for themselves.

Always ensure that you are reflecting on your own behavior to make sure that you aren't going about things in the wrong way. With

becoming influential, there is a certain level of confidence that comes along as well. If you are not careful, that confidence will drive you too far ahead of others, and you can get lost in what you perceive to be best for everyone. The better you can reflect and ensure you have the right intention, the easier it will be for others to be legitimately inspired by you.

While it might be hard to do the right thing in times where what is easiest will also benefit you the most, remember to be empathetic towards others. Though it might be challenging, you will still ultimately get the things you desire most when you are doing so in a fair and rewarding way.

References

1. Albarracín, D., & Kumkale, G. T. (2003). Affect as information in persuasion: a model of affect identification and discounting. Journal of personality and social psychology, 84(3), 453–469.

2. Buss, D. M., Gomes, M., Higgins, D. S., & Lauterbach, K. (1987). Tactics of manipulation. Journal of Personality and Social Psychology, 52(6), 1219-1229. http://dx.doi.org/10.1037/0022-3514.52.6.1219

3. Cohut, M. Hypnosis: What is it, and does it work? Retrieved from https://www.medicalnewstoday.com/articles/319251.php

4. Fellizar, K. 7 Seemingly Charming Habits That Are Actually Manipulative. Retrieved from https://www.bustle.com/p/7-seemingly-charming-habits-that-are-actually-manipulative-8251149

5. Jung, N., Wranke, C., Hamburger, K., & Knauff, M. (2014). How emotions affect logical reasoning: evidence from experiments with mood-manipulated participants, spider phobics, and people with exam anxiety. Frontiers in psychology, 5, 570. doi:10.3389/fpsyg.2014.00570

6. Marko, K. Benefits of Hypnosis And What It Can Treat. Retrieved from https://www.thealternativedaily.com/benefits-of-hypnosis-and-what-it-can-treat

7. Proverbio, A. M., Calbi, M., Manfredi, M., & Zani, A. (2014). Comprehending body language and mimics: an ERP and neuroimaging study on Italian actors and viewers. PloS one, 9(3), e91294. doi: 10.1371/journal.pone.0091294

8. Rea, N. The Advantages and Disadvantages of NLP Training | POD HR and Training. Retrieved from https://www.podhr.co.uk/learning-centre/article/advantages-disadvantages-nlp-training/

9. Tipper, C. M., Signorini, G., & Grafton, S. T. (2015). Body language in the brain: constructing meaning from expressive movement. Frontiers in human neuroscience, 9, 450. doi:10.3389/fnhum.2015.00450